THE FINANCIAL POST

The Canadian Newspaper for Investors

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TARIFF REVISION MUST BE MADE ON SCIENTIFIC BASIS

Investigations and Recommendations Should Be Outside the House

POLITICAL POT BOILS

Poor Tactics Shown by the Manufacturing Interests and Maharg Helped to Widen the Breach

By Resident Representative

OTTAWA.—The debate on the address has closed at last, and apparently anyone with any ambition at all to speak has been granted the opportunity. The Government, indeed, was quite prodigal in the number of speakers it put up; so much so as to arouse the suspicion that it was sparring for wind. Probably Sir Thomas White has been just sincerely anxious to secure a complete expression regarding the feeling on the tariff. If so, he got it.

If Col. Currie is the chosen spokesman for the protectionists, then the two schools of economic thought in Canada are still as far apart as the East is from the West. Instead of holding out an olive branch, he threw down the gauntlet. Not only did he not make any attempt at rapprochement towards the Western agriculturists who, by tacit consent, are the target for protectionist sentiment; but he emphasized the enmity towards them by attempting to fasten charges of disloyalty on their leaders. If Col. Currie speaks for the manufacturers of Canada, then it is to be a straight fight on their part against any reduction of the tariff.

It must be admitted that such straight talk was not without provocation, because Col. Currie was following Mr. Maharg, the leader of the Saskatchewan Grain Growers, who had taken almost as pronounced a stand for a general scaling down of

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Manufacturing Situation Misunderstood

THE national tariff situation has reached a climax this week. Our Ottawa Bureau writes that as the result of the agitation that has been going on for two or three years there will be, in all probability, a general reduction in import duties by cutting off the 7½ per cent. war tax; a number of special reductions; and then a general revision of the tariff downward preceded by an investigation which may take two or three years.

All this means an unsettlement of business, investment and labor at a time when of all others we should be getting together, working together to make Canada prosperous—as we can for at least 100 years. And the great majority of good Canadians want to get together and make necessary sacrifices in the national interests.

Management of the Manufacturers' Association

Here are two letters received this week from Alberta. The writer of one is a general merchant and postmaster, and of the other a hardware merchant selling also harness, dairy supplies and farm machinery.

ARE MANUFACTURERS GRAFTERS AND SCOUNDRELS?

Editor, THE FINANCIAL POST.

Sir,—In these days of social unrest the man dealing with the public often gets some queer questions put to him. I frequently have a question put to me that I am unable to answer intelligently, and it occurred to me that possibly you would help me out.

The question is this: "Why is it that the Canadian manufacturer gets about the same profit as the American manufacturer and then puts the duty on besides?" Does he do this? Does his raw material, wages, etc., cost about the same as they do across the line? Granted that he gets a legitimate profit, is it necessary for him to add to his goods the duty that the American manufacturer has to pay when he ships his goods into this country?

It is appalling to hear men who were born in Ontario denounce the manufacturer in that province as a grafter and a scoundrel, and hear the same man say he looks forward to the day when the manufacturer of Canada starves to death.

It is hard for you to realize what that means to the man who sells Canadian-made goods at every opportunity.

Any enlightenment you can give me on this perplexing problem will be greatly appreciated.

Yours very truly,

Lanfine, Alta. BATTEN BAILEY.

ANOTHER WESTERN VIEW OF THE TARIFF

Editor, FINANCIAL POST,

Sir,—The farmers here fail to see how the Government gets the benefit of the protective tariff, when tractors are invoiced to the firms in Canada at $1,400 and then sold to them for $2,250.

The farmer seems to be of the opinion that if the manufacturer cannot do business without this protection that he should be directly subsidized, because, on the face of future events, it would seem that he is crying for more protection, and afraid to face the market in open competition. It cannot be denied that the more protection that the manufacturer gets, the harder he works for to consolidate all his own home firms under one head, and thus eliminate home competition.

The farmer also thinks that Canada, with all her vast resources in natural wealth, should be able to produce and develop the majority of things essential, without going to outside markets for the same and thus enriching a few.

These opinions were given while waiting for the mail.

Yours truly,

Talbot, Alta. CUTHBERT FOWLER.

These men are close to Western sentiment—**closer than the politicians at Ottawa.** They are regular readers of **THE FINANCIAL POST and their** letters show that, like ourselves, they want to **help the manufacturer if they can,** and we believe so do the great majority of **Western Canadians if they can.**

This being so, why has this unfortunate situation arison? The Canadian Manufacturers' Association—not the great majority of the manufacturers—is to blame. As we have repeatedly pointed out when urging a reorganization, the affairs of the C.M.A. have for years been in the hands of a picayune, pin-headed, self-satisfied Toronto clique, under which an offensive, high-handed attitude towards the public has prevailed. For pointing out where these policies were leading, and for suggesting improvements that ordinary business-common sense called for, *Industrial Canada*, the official organ of the clique, made bitter and libelous attacks on THE POST and Colonel J. B. Maclean, our president. Coupled with this "public be damned" attitude of the Association has grown up under the tariff a little group of outrageous monopolies. It is a safe bet that 95 per cent. of the members refused to have anything to do with them. Closely associated with these combines are a few men who have been most active in C.M.A. affairs. Within six months one of these men tried to get the Association on record in support of one of the worst combines in the country.

Finally the Association leaders have refused—in fact they have been afraid—to meet the free trade leaders in a friendly discussion of the situation, with the object of arriving at a better undersanding. They have shown an entire lack of frankness in dealing with the misunderstanding that exists of the great work the manufacturers are doing in the upbuilding of Canada. Instead of coming out openly and frankly they have hidden behind a subsidiary body—the Industrial Reconstruction Association.

Canadians Asked For Tariff

This is the situation as we have seen it. In the early 70's we had partial free trade. Conditions were very bad. There was not much ahead here for our sons and daughters. Our more enterprising people were moving to the States. The outlook was gloomy, when in 1878, the voters of Canada by an overwhelming majority decided to encourage, by a protective tariff, the manufacture at home of the great part of what we consume. Parliament promptly confirmed this and invited investors to use their savings to develop Canadian factories, big executives to give their lives to the management, and the masses of the people to serve long apprenticeships to learn the technical work. Canada's era of prosperity dates from that time.

Self-seeking politicians, theorists, and others have sought to belittle the importance of the tariff on our national prosperity, but public sentiment has continued to show itself to be overwhelmingly in favor of building up our home industries. But what these agitators failed to do the mismanagement of the Canadian Manufacturers' Association has gradually been accomplishing. Realizing this, and knowing that the clique was misrepresenting the great mass of the public-spirited, self-sacrificing manufacturers of Canada, and that their policy if persisted in would seriously injure Canadian industry, we began a campaign for the reorganization of the Association, the putting its affairs in the hands of an able general manager who could deal openly and frankly with the public, suppress autocratic combines that lived under the tariff, and in developing industry, make the words "Made-in-Canada" synonymous with absolute reliability. The Association finally adopted the suggestion, but whether the general manager selected is the right man we cannot yet say. But he cannot accomplish things without the active and moral support of the big industrial leaders. Let us plead with them to make our national industrial affairs an important part of their life until we are once more on a stable basis. The situation is serious and action urgent. It is not too late for conflicting interests to get together.

There are few of our readers who do not agree with this policy for our industries. We said to them about a year ago that the manufacturers as a whole were the most valuable, public-spirited class in all Canada. Recently Peter Wright, the great British labor leader, after some months in this country studying conditions, confirmed this when he said publicly, "The Canadian manufacturers are without doubt the hardest worked class in the whole Dominion."

STEEL COMPANY REPORT

Forecasts Are Premature, Says General Manager Whitton

Speaking by telephone to THE FINANCIAL POST on Friday afternoon, F. H. Whitton, general manager of the Steel Company of Canada, Hamilton, laughingly stated that reports being circulated regarding the company's annual statement were based upon conjecture and that if the company had the assistance of those making the forecasts in making up the report it might mean less late hours for the office staff. "As a matter of fact," he said, "the inventory has not yet been completed."

However, as the ticker can usually be depended upon to foretell developments, the indications are that the statement will be a satisfactory one to the shareholders.

STEEL PRICES SLICED SEVEN DOLLARS PER TON

Reductions of Ten to Fourteen Per Cent. on All Lines Announced

NEW YORK, March 21.—The New York "Times" announces to-day a cut of approximately seven dollars per ton on steel bars, plates, and structural shapes. The reductions run frim ten to fourteen per cent. on all lines. This is a compromise after several meetings between the Government Industrial Board and the steel manufacturers. Judge Garey states the prices will hold for a year, and will not mean any reduction in wages. The Government promises immunity in this case from prosecution under the Sherman-Anti-Trust Law; also that the big purchasing departments of the Government would accept these prices.

No cut in the price of pig iron f.o.b. Lake Erie ports is announced, but detailed prices are to be given out today. The Government will now make big purchases. This will help the unemployment problem. The Industrial Board will now try to deal with food commodities and other lines.

The Cut Was Expected

For some weeks past THE FINANCIAL POST has predicted that prices would be reduced in an effort to bring the buyer and seller closer together. The feeling in the market lately has been one of timidity and the mills were getting orders doled out to them in a way that was hardly short of an aggravation. The smallness of the orders was making it impossible for the mills to operate at capacity, and the farther they fall from capacity production the higher the tonnage costs. Without more definite information it is not possible to give in detail what the new prices will be. Seven dollars is mentioned as the average. That would make steel plate 2.65 per lb., as the present price is 3c. Even the extremists, who were guessing on the prices, had not come much below that figure. Canadian mills follow these prices very closely, but it is not known what steps they will take to meet the new U. S. price on bars and structural shapes. If the report is correct that the prices as named will stand for one year, it should go a long way toward starting a buying campaign.

EATON'S AT MONCTON

Contract Let For Building For Maritime Business

MONCTON.—The contract has been let by the T. Eaton Company for a large mail order building to take care of the company's business in the Maritime provinces. The structure will be of reinforced concrete and when complete the building and equipment will cost well over $1,000,000.

U.S. ANTI-TRUST SUITS

NEW YORK.—The announcement by Acting Attorney-General Todd that there has been no change in the attitude of the Government toward anti-trust suits as expressed last fall wherein it was stated that no action would be taken at the present session of the U. S. Supreme Court affects the following important cases: U. S. Steel Corporation, American Can Co., Corn Products Refining Co., Lehigh, Reading and allied railroad and coal companies charging monopoly in mining and transportation of anthracite.

HOW TAXPAYERS WHO DO NOT USE HYDRO ARE MADE TO BEAR BURDEN OF BELOW-COST SERVICE

Expenditures Paid by Province at Large as Indicated by Clarkson Report But One Instance of Unsound System

FURTHER SACRIFICES TO EVADE INCREASES

Sinking Fund Requirements Ignored For Five Years May Mean Higher Rates—Further Increases of Charges on the Taxpayers Appears to be Only Other Solution—Problems of Stamford and Niagara Falls

THE Clarkson report reveals that in order to show a surplus of $174,919, Sir Adam Beck's Hydro Commission charged up the Province at large with $1,117,433 of power general expenses—a deficit of $942,514 is thus actually indicated.

Here is an outstanding example of how Hydro projects, in order to kill private opposition, are financed at the expense of the ratepayers of the Province. Yet THE FINANCIAL POST alone calls attention to the fact. Where are these servants of the people—the newspapers? Do they represent the interests of the ratepayers of the Province as a whole or only those who are users of Hydro power?

Sir Adam would undoubtedly argue that these expenditures were for the good of all citizens of the Province. But such arguments could not be "put over" on the people were it not that they are condoned by the newspapers. The T. Eaton Company might just as well argue that its advertising expenditures are for the good of the city of Toronto and get the city council to pay the bills. The cases are parallel. There is just as much logic behind the idea that Toronto citizens who do not shop at Eaton's should pay for the running of the store for the benefit of those who do as there is behind the system by which the Hydro Commission spends the tax revenues from citizens who do not use Hydro for the benefit of consumers—and glorification of the name of Beck.

Sinking Fund Responsibilities

And that is only one item in the count against the soundness of Hydro financing. Take the sinking fund situation as revealed by the Clarkson report. Charges for the first five years have not been deferred—in accordance with sound interpretation of the Act—but have been wiped out. Common business sense demands that sinking fund charges should be set aside every year. If the Hydro has not made proper allowances—and the investigations at Hamilton and St. Catharines have indicated that it has not not—then eventually and inevitably the bill must be paid by someone and that someone is the general taxpayer of the Province.

Here, again, methods which only a public ownership project with the people's funds for backing and a public purse to draw upon have been used to crush the private companies and destroy the property of investors. But the piper must be paid at the end of the dance and it will not be the dancers alone who will pay. Not only is the burden upon the users of Hydro but also upon the general provincial taxpayer who does not.

Why are the ratepayers of the Province kept in ignorance of this state of affairs? Who are the newspapers serving?

Those Rebates of Duty

Take, again, the claim of the Hydro chairman for a rebate of duties paid upon Hydro equipment. Here are the same tactics of demanding discrimination against the private companies which must pay the tariff charges imposed by the Dominion Government. On behalf of the users of Hydro-Electric, Sir Adam asks the national Government to turn over to his commission funds which have been collected according to act of Parliament. Hydro customers would, therefore, get the benefit of this refund while the amount was added to the burden of general taxpayers throughout Canada.

And if this is not done Sir Adam threatens to raise the rates for Hydro.

Instances of Discrimination

Speaking further on this question of tax exemptions for the benefit of Beck ambitions and Hydro consumers we have recently heard a disquieting rumor that further concessions will be sought by legislation during the present session of the Provincial Legislature. And let it be said in passing that the usual procedure is to bring down these measures at the eleventh hour when they can be rushed through by the aid of the "big stick"—the voting power represented by the Hydro municipal ring—which Sir Adam has learned to wield so effectively.

In August, 1917, the Hydro Commission purchased the stock of the Ontario Power Company, a company generating about 160,000 horse-power, and formerly owned by Buffalo capitalists. The township of Stamford and the city of Niagara Falls have collected large sums for taxes each year from this company. The township gave this company a fixed assessment for twenty-one years from its inception, which covers all taxes except for school purposes. For school purposes the property is assessed at a small fraction of the amount for which it was valued at the time of the sale of the capital stock to the Hydro Commission. Now, so says report, the Hydro Commission will seek to relieve itself of all these taxes because the stock of the company is owned by the Hydro.

The Hydro does not own the plant, it owns the stock subject to the various bond mortgages of the Ontario Power Company covering the plant. There is no reason why the Hydro Commission should not pay Stamford and Niagara the same rate of taxes as is charged to the other companies.

Having been able for the five-year period to pass sinking fund obligations and at the same time charge general expenses to the Province at large Sir Adam is now evidently finding it necessary to discover some other means of camouflaging Hydro finances if he is not to charge the consumers what the service is costing. Otherwise he will have to raise the rates; he has threatened it himself. And why, we repeat, should he no do so? Why should his ambitious and fantastically financed schemes be placed as a burden upon the general ratepayer?

The Vote at Hamilton

The Hamilton situation is a case in point which illustrates the methods of public ownership finance. The figures of independent experts appointed by the Canadian Society of Civil Engineers proved conclusively that the Port Credit-St. Catharines line could not be made to pay. Yet Sir Adam "put it over." He had to do so to find a market for the power which he is developing at the expensive Chippewa plant and the Chippewa project represents, in the first place, justification of Sir Adam's overtures to the Niagara Park Commission for all the available water supply for the people's enterprise—an argument which was used in effecting the crippling of the projects of the private companies, one of which, the Ontario Power Company, sold out in the face of such tactics.

The people of Hamilton have voted for Hydro, radials and made the Beck scheme a possibility. Evidently the people want the roads—or at least Sir Adam has made them think they do. The answer might then be given that if the people want them and have to pay the cost themselves, why should they not have them? But this is not the whole answer. The piper in this case is not paid alone by those who dance—the tax bill is not paid alone by those who use the system, but by all the taxpayers of the community.

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C. H. EASSON,
Toronto, March 21st, 1919. General Manager

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PUBLIC-CAPITAL DIVIDE OPINION CURRIER REPORT

Newspaper Antagonism Has Clouded the Vision of the People

DISSATISFACTION

Ratepayers Believe Power Interests Have Won, But Latter Regard Report as a Setback

By Special Representative

ST. JOHN.—The Currier report in which the Government Commission which investigated the affairs of the New Brunswick Power Company recommended the adoption of service-at-cost principles in operation with profits at a maximum of 7 per cent. and minimum of 6 per cent. on a fixed valuation of the assets is regarded by the people as a win for the Power interests, but by the Power group it is looked up as a serious setback, although admitted to be fairer in its terms than has been the treatment accorded to similar companies in Ontario and other Western Provinces where the confiscatory tendency has been in evidence. On the whole citizens generally seem desirous of fair treatment to the company, realizing that the extraordinary increase in cost and labor is responsible in this, as in many other undertakings, for the demand for a higher price for the commodity sold. They, however, very properly feel that the interests of the public should be safeguarded, and that the investigation into the company's affairs was in the best interests of all concerned.

Public opinion has, however, been roused against the company by the campaign of the newspapers, which in their one-sided presentation of the case lead people into error in sizing up just what has happened and what the solution should be. Rightly or wrongly, the public has assumed, largely through newspaper education, that a public utility must be regulated and controlled in regard to matters of capitalization, charges for service and its general relations with the public. The recent war has demonstrated that there are a great many other things of vital importance to the community which require regulating, and whether or not we will go back to the old days when the public utility alone was singled out for this sort of treatment remains to be seen.

Assuming, however, for the saks of argument that the money invested in a public utility shall be the only money which has restrictions placed around it, the question naturally evolves into what kind of treatment that money should receive. In discussing a matter of this kind a broad viewpoint must be taken and one that will be sufficiently broad to enable an institution such as the New Brunswick Power Company to live, prosper, expand and develop its properties, thereby benefiting the community and the users of the service.

Fair Deal for Capital

Judging from the attitude of the newspapers a further reduction of the capitalization of the company will be demanded. But if waterpowers are to be developed, if the street railway system is to be extended, if the gas plant is to be improved, it can only be done through additional capital being brought in. If then the action of the Government is such as to imperil the capital already invested, and no satisfactory return is allowed, the situation will be immediately appreciated by investors who will govern themselves accordingly. In this connection one who is closely in touch with the whole situation submits:

Apparently in the present instance those of our citizens who have organized for the purpose of carrying on the fight against the principals in the power company's situation are asking that the company be allowed to earn only on the money actually invested. There may be several interpretations to this plan. For instance, I understand from good authority that the outstanding senior securities of the company represent about $3,100,000. This, of course, does not represent actual cash, as I believe the bonds were sold at 89, the first preferred at 90, and the second preferred at 70; these figures being the market value of a 5 per cent. bond, a 7 per cent. first preferred cumulative stock and a second preferred non-cumulatove stock at the time they were placed upon the market. It might be fairly assumed that this money was honestly and legitimately invested, and that they should not be penalized because market conditions at the time necessitated them being sold below par.

There is again the fact that the people who promoted this company undertook a genuine re-organization with the expectation of bringing in a water power development, claiming to have had an understanding whereby they would have secured the necessary capital for this latter undertaking. In this, however, their plans were upset by the fact that the United States went into the war six weeks after the re-organization took place, resulting in the consequent disinclination of American investors, owing to war conditions, to further investments at that time in this community.

It is claimed that the issue of common stock represents the values of the water powers and the work of the syndicate over a period of seven years in endeavoring to secure the ownership of the old street railway property and the necessary capital for this purchase and further developments. Whether the commission's suggestion of cutting the common stock down to $500,000 from the original figure of $2,000,000 is fair and equitable depends very largely upon the viewpoint. I think it may be fairly assumed, however, that men who have undertaken work of this character, who have of necessity had to borrow and assume the risk of a loss on several millions of dollars before the consummation of their plans took place, and who have spent several years of their time and a tremendous amount of energy on the undertaking are entitled to some reward. Viewing it from that standpoint there should be no citizen inclined to carry their opposition to the point where they failed to recognize that the laborer is worthy of his hire.

Constructive Financing

An official of the company in discussing what he terms the misunderstanding of the case by those opposing the company points out that the commission has fixed a purchase value which under the redemption terms of the senior securities issued, leaves about $26,000 value in the $300,000 of second preferred issued. No further bonds or first preferred can be issued until the net earnings show a certain percentage, and until that time arrives the second preferred is the only security than can be issued. The officials' claim is that by jeopardizing the money already invested in the second preferred the financing of further development is automatically stopped.

Further:

Many promoters have disorganized and are a detriment to industrial and public utility situations, but in the present instance it is pointed out by the promoters that the financial state of the old street railway company had arrived at a point where it was practically impossible to secure additional capital in large quantities. This, they claim, was due to the fact that the old street railway company had three different issues of bonds all closed mortgages, and on top of that endeavored to finance by the sale of a debenture, which was in reality only a promissory note, and which, after two years of offering, resulted in the sale of only about $50,000 worth of them. Under these circumstances the people in control of the old company felt that some new financial plan had to be substituted in order to extend their properties and take care of water power developments and other extensions of that character. The promoters in this instance, however, did not reorganize the company, take a cash profit and get out. Instead of that they brought in the new capital above referred to, took no cash profit, made an issue of common stock which they figured would be of value by reason of them undertaking further financing, staying with the undertaking and working it out to a successful conclusion. On the whole it seems as though, having bought this property legitimately and in the open market, having paid a substantial price for it, having issued their securities and sold them to the best possible advantage, and having undertaken the obligations of extensive developments they are entitled to fair consideration and fair play.

A MOTION PICTURE VENTURE AT CALGARY

Canadian Photoplays in Affiliation With the Shipman-Curwood Company

By Special Representative

CALGARY.—Backed by a number of financial business men of Calgary and Edmonton, the Canadian Photoplays, Ltd., has been organized in affiliation with the Shipman-Curwood Company, and has obtained the control of the exclusive motion picture rights of the James Oliver Curwood stories for a period of two years. The Shipman-Curwood Company represents the interests of James Oliver Curwood, author, Nell Shipman, motion picture actress, and Ernest Shipman, manager. Four seven reel pictures per year will be manufactured in Canada and will be exploited through the film markets of the world by some of the best established exchanges.

Apart from the star, Nell Shipman, a different supporting company will be engaged for each story. Players are now being brought to Calgary from New York, Chicago and Los Angeles to commence operations on Lesser Slave Lake and continue work at Calgary and one of the harbors of the Pacific Coast. Studios will be constructed in or near the city limits where "constructed" scenes will be screened. The local payroll of the company is estimated at $50,000 a year.

A BUSINESS VIEW

Hamilton Meerchants Believe Radial Line Will Mean Loss of Business

HAMILTON.—Many Hamilton merchants see in the passing of the Radial bylaw a menace to their business in the future. They voted against the proposition almost to a man, it is stated, on the ground that it will result in the loss of a lot of trade to Toronto firms.

"The whole scheme is simply part of a plan to bring trade to Toronto from all parts of this district," said one hardware man. "The bylaw was carried largely by the votes of workingmen whose interests are small and who will not suffer. I heard the head of an old firm here say when the bylaw was passed that it meant he would not spend another dollar in Hamilton."

UNITED FARMERS OF ONTARIO IN RETAIL FIELD

Head of the Loblaw Chain Stores in Charge of New Activity

ON BUSINESS BASIS

New General Manager Explains That Goods Will Be Sold on Usual Profit Margin

The United Farmers of Ontario have recently added to their organization, T. P. Loblaw, president and founder of the Loblaw chain of grocery stores, Toronto, who will be general manager of the merchandizing activities of the members of the organization. Mr. Loblaw when seen by the FINANCIAL POST, stated that he had just taken up the work, but from what he had seen of the possibilities, he expected that the thirty thousand members of the United Farmers would mean a business turnover during the present year of three million dollars. This department of the organization is known as the Farmers' Co-operative Company, and it is aimed to make this organization buying organization for all the farmers needs and a selling organization for all that he produces.

Mr. Lobaw stated that, there was no intention of adopting any policy of unfair competition, that is the members of the organization would not be supplied with goods at figures lower than ordinary retail prices. The farmers' clubs that are the nucleus of the organization may buy through the company in any quantity that they may require, but, irrespective of quantity, the goods will be delivered at the regular retail price. Where the farmer profits is in this, that he, as a member of the United Farmers' Organization, is one of the partners in this business, and as such shares in the yearly distribution of the profits made by the Farmers' Co-operative Company. These profits will be divided among the various farmers' clubs in proportion to their buying during the year, and these profits in turn will be distributed to the individual farmer."

A Mercantiling Company Also

The only incentive that the company is offering to the farmer members, according to Mr. Loblaw, is the fact that this is their own organization, that the profits, if profits there be, are theirs, and that the company stands ready to serve them at all times. The farmer can write in, to buy groceries, to sell any products of the farm, or to purchase binder twine, or even a binder. It is, Mr. Loblaw stated, the intention of the company to act as an intermediary for the farmer. To buy for him what he wants to buy, no matter what these needs may be, whether groceries, hardware or machinery, and to in turn handle the goods that the farmer has to sell.

To meet the needs in this latter department there has already been established a branch at the Toronto Union Stockyards, where an official of the company is in charge. Livestock is shipped direct to this official, and sold for the shippers account; regular accounts sales of the transaction are made to the shipper, the company deducting the usual selling commission. At the end of the year, such profits as accrue will be distributed as above stated.

There is also the matter of produce. It is the intention of the company to handle these lines when they can do so advantageously to the farmers. This may in a measure affect the business done by the general store, Mr. Loblaw admitted, but he did not believe that it was a business that the general merchant would greatly regret to lose. In any event, as in other activities, they intended to work on a strictly legitimate competitive basis.

In response to a question as to how the company expected to keep their proposition before the farmers, Mr. Loblaw stated that they had for some time past been sending out a bulletin containing such information. With the taking over of the *Weekly Sun* by the United Farmers, however, it was his intention to make the fullest use of this medium, in presenting the case of the Farmers' Co-operative Company. In this way he believed that it would be possible to present the case in a way that would make the proposition attractive.

Mr. Loblaw still retains the presidency of the Loblaw stores, but has given up active participation in this business, F. E. Robinson who has been assistant manager now assuming the entire management of the concern.

Consolidated balance sheet of American Brake Shoe & Foundry Co. as of December 31, 1918, shows total current liabilities of $5,416,317. Profit and loss surplus of combined companies was $9,723,800 as compared with $8,736,463 on September 30, 1917.

MACHINE TOOLS MARKET

Solving Problems of Readjustment to Peace Conditions

There are some lines of machine tools being brought on the market now that have been conspicuous by their absence for some months and years. They have not been made because the plants turning them out formerly have been on war work. There is a tendency on the part of some of these makers to give considerable reductions from the prices that they have been asking during the war. In some cases for immediate sale a consideration of 15 per cent. would be allowed. In sales that run around $8,000 such a concession runs into quite a sum.

The war-shop machinery is getting scarcer. Much of the better material has been already absorbed. Considerable ingenuity is being displayed by some shops in making use of this material. In one case a cutting-off machine, purely a war device, has been re-made and now does duty as a turret lathe.

DIFFICULTY WITH WAR CANCELLATIONS

Alleged Poor System of Adjustment Board Results in Trouble to Contractors

Some of the Canadian firms complain that they are having considerable trouble in making out their claims for cancellation of war contracts in such a way that they meet the requirements of the Adjustment Board, on which are several officers of the U. S. Ordance Department and several Canadian representatives.

One Toronto firm followed instructions to the best of its ability, and the cost department thought they had the work in pretty fair shape, but found when the claims were presented that a large amount of the work had to be done over again. The same information is required in another form.

There is a large amount of work in the preparation of these statements, and firms are not enamored with the idea of duplicating the labor.

DOMINION-SCOTIA COAL CONTROVERSY

Situation Between Big Companies Will Soon Require That Move Be Made

Affairs are nearing a stage where some definite move will have to be made to straighten out the tangle between the Nova Scotia and the Dominion Steel Corporation in regard to the coal areas in the submarine and other districts. Recently an order-in-council was passed by the Nova Scotia government granting the Scotia people access to a certain parcel of coal in order that they might be assured of the necessary output. This was only a temporary arrangement and does nothing to permanently settle the dispute between these concerns.

In a recent issue of the St. John Standard the matter was dealt with editorially as follows:

A rather interesting situation is developing in eastern Nova Scotia, in which the two big industries are involved, but which is not yet sufficiently far advanced to justify a definitely expressed opinion one way or the other. For many years there has existed a rivalry between the Dominion and the Nova Scotia Steel and Coal Companies, but for the past two or three years peace has prevailed. Recently differences of opinion arose touching the control of certain coal areas in Cape Breton. In that portion of the province both of these companies have holdings, the Scotia people producing coal for their smelters, the Dominion for their big steel plant and for the eastern trade generally. In Pictou County, where the Nova Scotia Steel manufacturing plant is located, coal has for the past thirty years been procured from the Acadia Coal Company, with mines in the Stellarton district. Recently the steel works at Trenton closed, the reason for this being given as shortage of orders. Partly because of this closing and possibly through other causes, the Acadia Coal Company has also shortened operations. The Allen Shaft is not producing and the McGregor Seam was shut down a couple of weeks ago. Other mines are still being operated. But with the temporary loss of its biggest customer the Acadia Company is not under the necessity of producing to its full extent. However, for some time, in view of the competition existing between the two steel concerns and realizing to the full the relationship existing between the Nova Scotia and the Acadia, the Dominion Coal and Steel Company has, it is rumored, been endeavoring to reach an agreement with the Acadia Coal Company, whereby the output of that company's mines will be to a very great extent controlled by the Dominion. The Nova Scotia, of course, does not see its way clear to permitting such a change to be brought about, in view of the fact that it would thus be deprived of its required fuel supply, excepting on such terms as the Dominion would feel like imposing, and might eventually be compelled to bring from its workings in Cape Breton the fuel needed for the Trenton plant, the Eastern Car and the Shipbuilding yards. None of the persons involved, who are in a position to know, are willing to talk, but throughout New Glasgow, Stellarton, Westville, Trenton and, in fact, all Pictou County a very general opinion prevails that these two big steel companies are jockeying for position in the matter of obtaining control of Acadia and that the outcome will be fraught with very important results to the industrial life of eastern Nova Scotia.

SOUTH ALBERTA FOR BIG SCHEME OF IRRIGATION

Big Mass Meeting Held at Lethbridge Last Week

MILLIONS INVOLVED

Question as to Whether Provincial or Federal Governments Are in Position to Supply the Funds

By F. W. CRANDALL
Farming and Investment Specialist, Calgary

LETHBRIDGE.—At the mass meeting of those interested in the proposed irrigation projects in the Lethbridge district at the Majestic theatre on March 13th, there were in attendance about five hundred as earnest, intelligent farmers and land owners as one could see anywhere in a gathering of this size. There had been during the past two months a great many meetings held in the small towns and municipalities covering a radius of about sixty miles with Lethbridge as the centre and all the objections and questions as to the desirability of irrigation had been overcome. The meeting was prepared to accept the position that irrigation was necessary and very desirable and the only subject before the house was to discover the ways and means of bringing into actual operation a system of irrigation covering the lands situated within the areas where water might be diverted.

F. H. Peters and his able corps of assistants have spent a great deal of time during the past eight years in taking measurements of the various water-courses, running preliminary lines and then merging them into permanent lines where ditches could be constructed and—supported by an elaborate map, presented to the convention—and prepared a very comprehensive idea of the water sources lines where ditches must be constructed and the different localities where under proper construction water can be conducted by gravity. The measurements taken during the past eight years show that sufficient water can be diverted to irrigate 400,000 acres, giving to each acre a depth of eighteen inches of water per irrigation season, which is quite enough for any class of crops which would be grown in the district. While there were not many difficult engineering problems to be overcome, yet the source of water is so far from the extreme farthest tract where irrigation can be carried on and the various tracts which would come under irrigation are so widely separated, that the cost for building a system to take care of this area of land would be very considerable, probably between fifteen and twenty millions of dollars at the pre-war estimate of the cost of labor and materials. This would add an average cost for all lands under the ditch of from $23.00 to $38.00 an acre above the value as they now stand. While this, on the fact of it, appears to be very considerable, it is believed by the people in the Lethbridge district that this would be more than overcome by the increased products which would be the result of such irrigation system.

One System Favored

There seemed to be a sentiment on the part of the gathering that the C.P.R. should not be requested, or even allowed, to complete its irrigation problem of about 17,000 additional acres in the Taber district, but that all of the efforts should be directed through some central power, either the Provincial or the Dominion Government, and eventually the A. R. & I. system now operated by the C. P. R., in some way taken over to make one complete system. There does not seem to be any particular antagonism against the C. P. R. in its administration of the system as at present, but the feeling that it would be better for all concerned to have the uniform system taking out and using all of the surplus waters from the Waterton river, including all of the streams along the line from there to the extreme Eastern portion of the lands to be irrigated.

W. H. Fairfield gave a very clean-cut address, supported by a chart, which covered the comparison as to results between irrigated and non-irrigated crops for the past ten years, and the summary was certainly very convincing, provided the actual operations would make as satisfactory a showing as did the experimental operations which had been carried on.

G. R. Marnoch has been very active in bringing the Lethbridge district into prominence and together with several others has visited the various localities and organized them into a very effective organization; the meeting being the result of this preliminary work. He was, without opposition, elected chairman of the convention and his strong influence over the people of the district and the confidence reposed in him was very forcibly brought to the attention of everyone present by his being able to carry whatever motion or resolution was submitted to the convention and to as easily cut out anything—and "table" or "floor" it—that was not exactly according to his mind, going to work to the advantage of furthering the scheme.

The Question of Funds

Several telegrams were read to the convention, one from the Hon. Arthur Meighen, and one from Premier Stewart, each expressing himself in as friendly a way as possible, but each adroitly avoiding the point as to in any way committing themselves to putting up the necessary funds to build the system. To my mind, there is where the sticker is coming, that neither the Dominion or Provincial Governments are in a position at the present time to supply the necessary funds. There is a general feeling that this should be federal in its nature instead of provincial and this is made all the stronger when the position of the United States Government with reference to the various irrigation projects, is taken into consideration.

It has been pointed out that an area many times as large to the north of this proposed system does not either use or favor irrigation and would be in no way interested in the success of this project, and it seems very doubtful if an act of this kind could be successfully got through the legislature of Alberta without the approval of the constituencies of the various members in districts where irrigation was not required. The constituency of the south would certainly not be large enough or strong enough to overcome the outside districts, and to raise or provide a sum of money large enough to undertake a work of this kind to my mind is a physical impossibility.

Supporters of the projected system, say it is feasible and that in the end it will pay large dividends on the cost of construction and operation and at the same time build up a dense population, which is one of the usual results of irrigation. It is certain there will not be a stone left unturned by those interested in trying to put this measure through to completion.

Procrastination to be Feared

From the attitude of those attending I fear many of them placed too great importance on the meeting that was held, so far as results were concerned, and went away feeling that it was "all over but shouting" and that from now on it would be simply matters of detail in working out the ways and means. From my point of observation, I consider the work scarcely begun and will be greatly surprised if construction is even begun within the next five years and possibly ten years and then allowing another five years for the completion of the work necessary to put this system in operation. I do not hesitate to say I believe eventually this will be done and I believe so all the more after sizing up the splendid bunch of men who gathered in this convention and noting the "never say die" attitude they all seemed to show in their determination to make this enterprise a success.

N.S. GOVERNMENT AND TRAMWAYS

Companies Are Interested in Legislation Which Has Been Forecast

By Special Representative

HALIFAX.—The annual meeting of the Halifax Power Company brought nothing specially now in the way of financial statement. The company is not exactly on easy street but it has great possibilites and the men who are doing their best to keep it going. A contract was made with the city of Halifax to do the municipal and street lighting for $30,000 a year, guaranteeing double the amount at present supplied to this city for that price. This contract was agreed to by the city and a plebiscite ratifying it was taken but because of some hitch it was never signed by the Halifax authorities. Now it is proposed by the friends of the company to introduce legislation that would overcome this difficulty.

Speaking of power company legislation reminds us that in the "speech from the throne" at the opening of the Legislature it was intimated that the Government wanted to introduce a Bill regarding the tramways all over the Province. What the Government's intention is has not yet been made known, but one of its purposes will be the situation in Halifax, where, whether rightly or wrongly, there is a great deal of complaint regarding conditions as they are. Besides Halifax there are in this Province tramway systems in Yarmouth, Pictou and Cape Breton, while in every town is either a municipal or a corporation-owned electric plant. There is no doubt the Government intends to take a more direct and personal oversight of all these concerns, but in what way remains to be seen.

LOAN COMPANIES' ASSOCIATION ON NEW LEGISLATION

Organization Deeply Concerned in Preventing Losses by Public

DOMINION PERMANENT

Unsound Position Should Have Been Long Apparent From Returns—Farm Loan Interest Rate in Manitoba

At the Land Mortgage Companies' Association annual meeting last week, the report of the executive referred to various legislative questions which had been under consideration. It reported the fact that the Dominion Parliament at the last session had amended the Dominion Land Act to enable pre-emptions in Alberta and Saskatchewan to be mortgaged prior to the patent and that the injustices to mortgagees arising out of seed and similar liens being attached to more than one property had not been remedied, though the Minister of Interior had been given authority to grant such discharges, or partial discharges as he deems equitable, but is disinclined to exercise this authority.

The New Legislation

The question of the Ontario Government's proposed amendments to the Loan Corporations' Act and the revised Government return naturally had received considerable attention. On this subject the president, in moving the adoption of the report, said:

> The proposed amendments to the Loan Corporations' Act and the revision of the Government return have in themselves made heavy demands upon their time. Most of our companies have had long and honorable records, are admittedly sound and of unquestioned stability. The management of these companies are as deeply interested as anyone can be in preventing losses to the public through investments in what may have been miscalled a loan company.

Dominion Permanent Affairs

Speaking of the regrettable failure a year ago of the Dominion Permanent Loan Company, the unsound condition of which should long previously have been apparent from its own returns, the president said:

> Failures of loan companies have been so rare as to be almost phenomenal. In this respect our companies compare most favorably with any other class of financial institution in this or any other country and no failure of a so-called loan company was more scandalous than that of the Farmers' Bank, which was a depository of Government funds.

Victory Loan and Deposits

In referring to the effect of the Victory Loan of 1918 upon deposits, Mr. Hudson said:

> The great success of the 1918 Victory Loan, no doubt, has had the effect of again largely reducing the deposits with many of our companies. The inherent strength and soundness of these companies is most clearly manifested by the fact that, notwithstanding the drains upon their borrowed capital (the raw product of their business for more than four years) they have been able to continue to submit to their shareholders annual statments indicating a reasonable measure of success and a most healthy condition. Moneys which our depositors withdraw for investment are in many instances the savings of years. They are paid to the Government for war bonds and immediately go to swell the deposits with the banks. A long period of thrift and careful saving will be necessary to enable these depositors to reinstate the balances at the credit of their accounts.

It is interesting to note that the companies which form this association, through their own subscriptions and the moneys withdrawn by their depositors for that purpose, contributed upwards of $6,000,000 to the 1918 Victory Loan in addition to which they own about $2,500,000 of previous Dominion of Canada War Loans. This, we think will be admitted, is a very creditable showing. Notwithstanding this, the assets of these companies amounted, at the end of last year, to $123,713,693.

Manitoba Farm Loans

We find in President Hudson's remarks the following reference to the borrowings of the Province of Manitoba to which the FINANCIAL POST recently called attention:

> At present, as was pointed out by THE FINANCIAL POST last week, the Province of Manitoba is borrowing money at a cost of more than eight per cent. and loaning it to a favored few at six per cent. One may well wonder how long the large mass of the taxpayers, who only have to share this loss without deriving any of the selfish advantages therefrom, will remain under the hypnotic influence of the politicians.

At the meeting, George H. Smith, who has been secretary-treasurer of the association for the past nineteen years, felt it necessary, owing to the pressure of other duties, not to accept re-election to that office, and was elected second vice-president. R. S. Hudson also asked to be relieved of the presidency, which he had occupied since 1910, and was appointed honorary president. The officers elected for this year are as follows: President, C. W. Cartwright, Hamilton; first vice-president, Edward Saunders; second vice-president, Geo. H. Smith; secretary-treasurer, T. D'Arcy Leonard. Members of executive committee: V. B. Wadsworth, Walter Gillespie, A. B. Fisher, Toronto; A. M. Smart, Hume Cronyn, London; J. W. Stewart, St. Thomas; E. F. Dwyer, St. Catharines; J. E. McElderry, Guelph; J. H. Kittermaster, Sarnia.

BIG SCALE DISPUTE

Computing Company Gets Judgment But Toledo Will Appeal

Judge Landis, in the United States District Court of Illinois, according to report, has awarded $420,883 in profits to the Computing Scale Company of Dayton, Ohio, against the Toledo Computing Scale Company, Toledo, Ohio, for infringement of patent. The case has been in court since 1910. The Toledo Scale Co. maintains their contention is correct and that an appeal has been taken to a higher court, where they believe they will gain release from the judgment of Judge Landis. They further state there is no liability attached to users of their scales.

FLOUR MILLS ARE FORCED TO CLOSE

The Order From the Wheat Export Company Fell Below Expectations

By J. L. RUTLEDGE,
Editor "Canadian Grocer."

The long expected and long hoped for orders for flour for export, have not yet materialized, and the milling industry is faced again by the necessity of closing their plants, indeed practically all the larger mills are already closed, and will remain so, eating up possible profits at an enormous rate in general overhead charges, until further export orders are available.

The order from the Wheat Export Company that was to have amounted to 72,000 tons has all been handled, but unfortunately this order fell considerably below this amount, and when distributed among the various exporting companies it was hardly sufficient to cause a ripple on the surface of the milling industry.

As the matter now stands, further export business is imperative if the mills are to be able to operate, as any prolonged discontinuance will mean very serious conditions for the industry.

Milling officials are confident that business will be available, and it only remains a question of when. Such orders are expected almost daily, but they have not come through as yet, and meanwhile the mills are idle.

The one great factor that seems to be contributing to this condition of affairs, is not a lack of desire to buy, for it is fairly generally believed that there will be a fair amount of business available, and this assumption is based on reasonable authority, but a general congestion in British ports that makes it unwise for further shipments to be made immediately. There is a strong hope, however, that this condition may remedy itself in the near future, and that business will again be made available.

FLEXIBLE FARES BEING PROPOSED

Service-at-Cost Plan Also Considered by American Electric Ry. Association

NEW YORK.—A system of flexible rates for street car fares automatically regulated by costs of operation was advocated at a meeting of the American Railway Association called for the purpose of discussing post-war problems. Meeting was attended by officials of electric railway companies and bankers from all parts of the country.

The committee on readjustment, which has made a comprehensive study of the outlook for the street railways under post-war conditions, declared tractions are breaking down under present conditions of operation. Committee was unanimous in declaring that the tractions had emerged from the war virtually bankrupt while cost of producing service had been increased more than 50 per cent. by the awards of the War Labor Board. It was pointed out that only a few increases in fares commensurate with increased costs of operation had been granted by the regulating bodies.

The adoption was advocated of the flexible fare, which could be automatically regulated to meet costs of service demanded by the communities. It was pointed out that a necessary element of the cost of service rendered was an adequate return on the capital invested which attracts funds for investment in public utilities of this class. The so-called "service-at-cost" franchises under which the traction company receives a stipulated return on capital invested while city authorities specify service to be rendered, was discussed at length. These franchises are now in effect in Montreal, Cincinnati and Cleveland.

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BARCELONA TRACTION

Reports from Barcelona are to the effect that the general strike at Barcelona has been settled and that an agreement between the Canadian Company, one of the main public service corporations in Barcelona, and representatives of all the unions concerned in the strike, which began among the employees of the company, has been reached.

F. N. BURT

Following the publication of the annual statement there has been a strong market for F. N. Burt common which sold up to 89 this week. The preferred has also shown improvement at 95½.

CITY DAIRY

There was a sharp jump in City Dairy common this week when a small block of shares sold at 55 as compared with a last previous price of 48 last week. The preferred has at the same time sold up from 85 to 90.

UNCERTAINTIES OF TARIFF HOLD MARKETS BACK

Felt That There Cannot Be Much Progress Until Decision is Reached

BONDS ARE STRONG

General Stock Markets and Mining Market Are Comparatively Quiet, Though Prices Are Firm

With general business conditions steadily improving, the one obstacle to a corresponding revival of strength and activity on the Canadian exchanges is the tariff uncertainty. Industrial leaders profess fear that, if the tariff is lowered, industry in the Dominion will receive a set-back. Without accepting or denying this contention, it is certainly an opinion that has its effect on the investor, who is chary of putting his money into the securities of manufacturing companies, which may be prejudicially affected by tariff changes. So long as the uncertainty exists it is unreasonable to expect a big buying movement and therefore the sooner some definite decision is arrived at the better.

While there is a noticeable improvement in demand for the leading investment stocks, such as the preferred industrials, it cannot be said that there is much doing in the general stock markets. Tendencies here are towards quietness, and, as above noted, not much change can be expected until the tariff controversy is settled and readjustments completed.

Bond market conditions tend towards quietness, though there is no indication of any recession in prices. In fact, sales made this week were negotiated at higher figures than ever, giving assurance that buyers are convinced of the strength of the present position. When compared with pre-war bond prices it is evident that current quotations have still a good way to move before they are on a par with 1914 figures. For example, Province of Ontario 4's were offered in March, 1914, to yield 4½ per cent., while good Ontario towns were on a 4.75 to 5 per cent. basis. To-day Ontario Province bonds are quoted at 5.25 per cent. and towns at 5½ per cent. Victory bonds have been less active, but prices are holding firm and there is every reason to anticipate a further advance when the expected increase in the income tax rate is announced.

The Mining Field

In the mining field conditions are steadily improving. The announcement yesterday that the Hollinger would again be operating at capacity next week is significant, in that it indicates that the labor supply is steadily increasing. With this big mine supplied, it will be easier for the smaller mines to get help and gradually come back to a producing basis. In addition to an improvement in the labor situation, the cost of supplies is also coming down, and this will conduce to larger profits. The market for mining shares is bound to reflect this condition, though at the moment there is only moderate activity in mining stocks.

CHANGES DURING THE WEEK

	Last Mar. 13	Sales Mar. 20	Ch'ge
Asbestos, pref.	69½	72½	+ 3
City Dairy, com.	48	55	+ 7
Dom. Textile, com.	109¾	108	— 1¾
Do., pref.	*102	106	+ 4
Maple Leaf Mill., com.	142	138¼	— 3¾
National Car, pref.	52½	57	+ 4½
Ogilvie, com.	194	200	+ 6
Atlantic Sugar, pref.	65¼	69	+ 3¾
Toronto Rails	46	43½	— 2½
Consumers Gas	152	149½	— 2½
Price Bros.	*190	165	— 25

*No sales this week.

NATIONAL BREWERIES

The prospects for continuation of beer licenses in the Province of Quebec are evidently considered good from the fact that National Breweries preferred has been selling as high as 66 as compared with 53 in January. The common stock has improved from 15 to 22½.

CANADA CEMENT

The appearance of the Canada Cement report has evidently been followed by realizing sales in view of the fact that the common has sold down to 64½ as compared with a recent high mark of 69 and above. The statement itself is hardly an optimistic one, although it would seem to reflect past rather than present or prospective conditions. The preferred has sold off from 100 to 99.

DOMINION CANNERS

The company's annual report was evidently not well regarded by holders of Dominion Canners common which has sold down from around 39 to around 34 in the past fortnight.

CANADA STEAMSHIPS

Shareholders of the Canada Steamship Lines are now in receipt of their initial dividend on the common stock, payment having been forwarded by the Prudential Trust Company for the quarterly dividend due March 15. This distribution brings to shareholders a total amount of $120,000, being at the rate of $480,000 per annum.

SCRAP METALS MARKET

No Confidence in the Situation Has Been Displayed as Yet

About the only thing that has saved the scrap metal quotations from getting further flattened out during the week is the fact that dealers apparently have not the hardihood to do it. There is one large deal pending, and its consummation can be taken as proof that there is a certain amount of confidence in the market yet. No disposition has been made of the immense amount of shell scrap in the country, although it is expected that some of this will move out shortly. Rust is bothering a number of the finished shells that are stored in Canada. There are large quantities of these, as an embargo against these had been on for some time shortly after the cessation of the war. Painting is being resorted to to combat the rust.

ONLY $2,532,372 FOR GOVERNMENT

Not Much More Than One-third Available From C.P.R. of Expected $7,000,000 Tax

For those at Ottawa who anticipated the possibility of making a demand on the C. P. R. this year for the special tax of $7,000,000 levied in a discriminating manner upon the one company, sore disappointment is in store now that the company's returns are to hand of the company's earnings for the past year. Instead of $7,000,000, little more than one-third will be available. According to the terms of the taxation the company may have to hand over all the surplus on general and special income accounts after meeting the regular 10 per cent. dividend on the common stock. The order gives the Government the right to levy the tax "up to $7,000,000," but the total surplus, as the analysis elsewhere in this issue shows, from both sources, amounts to only $2,532,372. Not one cent more can be taken—but this itself would wipe out the whole surplus for 1918.

There is a provision in that order by which the company could be compelled to hand over the surplus resulting from the increased freight and passenger rates—when compared with corresponding figures of 1917—but, as the company anticipated, so far from any surplus from this source the cost of operation ran $17,000,000 ahead, while gross earnings were up only $5,000,000.

"POWER" AND SUN LIFE RELATIONS

Significance of Appointment of T. B. Macaulay to Holt Institution

By Resident Representative

MONTREAL. — The appointment this week of T. B. Macaulay, president of the Sun Life Assurance Company, to the directorate of the Montreal Light, Heat and Power Consolidated (Civic Investment) suggests an interesting *rapprochement* between two or more big financial powers. At once the name of Sir Herbert Holt comes up, president of the Montreal Light, Heat and Power Co., also of the Royal Bank, and a director in turn of the Sun Life Assurance Company. It is understood that Sir Herbert Holt is one of the chief advisers of the Sun Life in regard to investments. Some months ago the Sun Life was credited with buying a large block of Montreal Power, which, in turn, suggests that "M. P." will not always be on a 4, or even a 5 per cent. dividend basis.

There has been another coincidence the last few weeks along similar lines: Robert Adair was chosen a director of the Montreal Trust Co. (controlled by the Royal Bank); a director of the Sun Life, and a director of the Royal Bank.

DETROIT UNITED

Detroit voters will decide on April 7th whether they shall purchase Detroit United Urban Lines at the agreed figure of $31,500,000. A contract for sale was signed at a meeting of the common council and railway representatives, the contract being subject to the approval of the voters.

The statement is made the price mentioned will be subject to increase by reason of improvements carried out by the company, which may bring the total sum to be paid the company to something short of $35,000,000.

BRAZILIAN

Improvement in the market for Brazilian Traction has continued with the price moving up above 55½. Speculative buying is evidently based upon prospects of improvement in the exchange situation and some reduction of operating costs as applied to coal transportation.

OTTAWA RAILWAY

Ottawa City Council voted for making application to the Ontario Legislature for authority to take over the street railway system after a vote of the ratepayers, at a price to be fixed by agreement. Council also agreed to vest the management in the Ottawa Hydro-Electric Commission which now manages the civic electric plant, should the street railway be taken over.

WILL STRENGTHEN N. AMERICAN PULP

Big Bond Issue to be Floated to Place Company on a Better Financial Basis

By Resident Representative

MONTREAL.— Important conferences have been held this week in Montreal that are likely to have far-reaching effects on the future of the North American Pulp and Paper Companies Trust. Plans are nearly completed for a consolidation of all the company's widely scattered indebtedness in London, Montreal, New York, Philadelphia, etc., and it is expected a syndicate will be formed in a few days to underwrite an issue of $5,500,000, 6½ per cent., fifteen-year Collateral Trust first mortgage bonds, which THE FINANCIAL POST is informed will pay all debts, complete construction of pulp and power plant, and leave every company with substantial working capital.

Only a few hundred thousand dollars are required to complete the Saguenay Power Co.'s plant and new ground wood pulp mill. With this the company will then produce half the amount of ground wood exported from Canada. It is learned that New York representatives of Becker & Co., London, including Northcliffe and Rothermere interests, have been placed in entire control of selling the output and big increases have been secured on contracts for 1919 in both ground wood and chemical pulp.

Earnings of the company for 1918 will show improvement over 1917. The stock lately worked up from 2½ and sold at 5⅜ by Friday noon.

ASBESTOS CORPORATION

Despite the fact that post-war conditions in the business of Asbestos Corporation are having an unsettling effect the market is showing strength and the common sold as high as 55 this week with the preferred up to 72½.

SUN LIFE REPORT

Big Figures, Establishing New High Records

The publication in detail in this issue of the statement of the Sun Life Assurance Company draws attention to the company's very heavy investment in Government securities, an admirable service not only in connection with the prosecution of the war but the work of reconstruction. New policies aggregating $51,591,392, total assurances in force of $340,900,000; income for the year of $21,651,000, and assets of $97,620,000, are some of the more notable features of this report.

NATIONAL CAR

The statement in THE FINANCIAL POST last week indicating that the outlook for the consummation of the amalgamation of the National Car and American Car interests was favorable no doubt indicates the reason for a further demand for the stock this week with the common back around 14 and the preferred as high as 59.

Subscription lists will close on or before March 26th, 1919

Issue of — MONTREAL, *March 19th, 1919*

$850,000
OTTAWA GAS COMPANY
6% Twenty-Year Refunding Mortgage Sinking Fund Gold Bonds

GUARANTEED UNCONDITIONALLY AS TO PRINCIPAL AND INTEREST BY OTTAWA LIGHT, HEAT AND POWER COMPANY, LIMITED.

Dated March 1st, 1919. Due March 1st, 1939.

Interest payable 1st March and September. Principal and semi-annual interest payable in gold coin at Montreal, Ottawa, Toronto, New York or London, Eng. Coupon Bonds with privilege of registration as to principal. Redeemable as a whole or in part, at the Company's option on sixty days' notice, on any interest date at 103 and accrued interest. Montreal Trust Company, Trustee.

DENOMINATIONS: $1,000 and $500.

CAPITALIZATION

	Authorized	Outstanding
Common Shares (paying 6%)	$2,000,000	$2,000,000
5% Consolidated Mortgage Bonds, due 1934	250,000	150,000
6% Refunding Mortgage Bonds	1,000,000	850,000

SECURITY FOR BONDS

Bonds will be secured—subject only to lien of an issue of $250,000 Consolidated Mortgage 5% Bonds of which $150,000 are now outstanding—by a direct and specific mortgage and charge upon all the Company's real and immovable properties, gas mains and plant both present and future and by a floating charge on all other assets. $150,000 of present issue will be held by Trustee for redemption of Consolidated Mortgage Bonds. Additional Bonds, amounting to $2,000,000, ranking equally with the present issue, may be issued to the extent of 75% of additions and betterments to plant, but only if Earnings for last preceding year shall have been at rate of 1¾ times interest on Bonds outstanding and to be issued. Trust Deed provides for Sinking Fund sufficient to retire over 50% of Bonds before maturity, at not over 103 and interest.

Complete prospectus, copies of which will be forwarded on request, contains a letter from Mr. T. Ahearn, President of the Company, from which we summarize as follows:

1. **Perpetual Charter and Franchise** to carry on a gas business in Cities of Ottawa and Hull was granted the Company by a By-law of the Town of Bytown (now Ottawa) passed in 1854, and by legislation of the Parliament of the Province of Canada, passed in 1853-1854 and 1865.
2. **Company's System** for the distribution of gas has a mileage of pipes of 141 miles. Production for the year 1918 amounted to 394,382,000 cubic feet of Gas; 14,227 tons Coke; 415,000 gallons Tar and 155,000 pounds Ammonia.
3. **Property Values** of the Company **$3,100,000**, against total of $1,000,000 Bonds outstanding, including this issue.
4. **Net Earnings** for 1918 available for interest on Refunding Mortgage Bonds **$167,466**, or *more than three times amount required.*
5. **Unconditional Guarantee.** Ottawa Light, Heat and Power Company, Limited (The Holding Company of The Ottawa Electric Company and The Ottawa Gas Company) unconditionally guarantees principal and interest of The Ottawa Gas Company Refunding Mortgage Bonds. Combined Net Earnings of The Ottawa Electric Company and The Ottawa Gas Company for 1918 amounted to **$310,149**—*six times the amount required to pay interest charges on the present issue.*

We offer the unsold balance of this issue at a price of:

101 and Accrued Interest, Yielding Over 5.90%.

Payable as follows: 20% of the par value on application.
40% of the par value on May 1, 1919.
41% of the par value on June 1, 1919.

The right is reserved to allot a portion only of the amount applied for. If only a portion of the amount applied for be allotted, the balance of the deposit will be applied towards payment of subsequent instalments. Payments may be anticipated in whole or in part at any time. Interest will be allowed on payments at the rate of 6% per annum. Accrued interest will be adjusted upon final payment.

Application may be made on the accompanying form.

ROYAL SECURITIES CORPORATION
LIMITED

164 St. James Street, Montreal — 58 King Street West, Toronto

APPLICATION FORM

ROYAL SECURITIES CORPORATION, LIMITED — 31

....
Address either Montreal or Toronto Office

Sirs: I/we hereby apply for $............ par value Ottawa Gas Company 6% Twenty-Year Refunding Mortgage Sinking Fund Gold Bonds, due March 1st, 1939, and agree to pay for same, or any less amount that may be allotted to me/us, in accordance with the terms of your prospectus dated March 19th, 1919.

Cheque to the order of Royal Securities Corporation, Limited, for the amount payable on application ($100 for each $500 par value applied for) should accompany this form.

Name (in full)..............................
(Mr., Mrs. or Miss)

Address (in full)..............................

Date.............................. ....

SLOW DECLINE IN PRICES BOON TO RETAILERS

Merchants Enabled to Liquidate Stocks Bought at War Prices

GOODWINS ADVANCE

Improved Showing For Year Ending Jan. 31 Last—Conditions Favor Good Results in 1919

By Resident Representative

MONTREAL.—The report of Goodwins, Ltd., for the year ending January 30, 1919, will be issued about the middle of April and will show a good increase in profits over last year's statement. For the year ending January 30, 1918, the gross profits were $301,390, and the surplus for the year, $156,405, as compared with $125,074 for the previous year. This lets a percentage of 7 on the common stock of $2,250,500.

Of even more interest, however, than the increased earnings for the year 1918, will be the statement that was officially made to THE FINANCIAL POST that the prospects before the company for the year 1919 are much brighter than they were at first when the war ended. At that time it was not known whether goods would take a slump in price or not. If there had been this slump, Goodwins, along with other stores, large and small, stocked with high-priced goods, would have been compelled to dispose of them without profit, and in many cases at a loss. As it is, very few lines have shown signs of a decline since the armistice was signed, and in the main prices have held firm and advanced in a few cases. Indeed, in most lines carried by the store, in woollen goods and nearly all cotton lines, house furnishings, furniture boots and shoes, etc., the store has been able to get practically full prices for the goods they have on hand.

One of those connected closely with the business of the store, in speaking of this favorable element, said that the decline was coming about so slowly that the store would be able to liquidate the large stock it had on hand with little trouble, retaining a fair percentage of profits at the same time. He thought that by next fall the stock on hand would be at the lowest ebb, and then the store would be in a position to take advantage of all declines that were in any lines from then on in purchasing new goods. However, he did not look for much of a decline until the selling season of spring 1920, and this view agrees with those of manufacturers and wholesalers as well.

This condition of a retention of prices and a gradual decline, where there is any falling off, is a most fortunate matter for all merchants in the dry goods and other trades, and will mean that the profits made in the last couple of years or so are likely to hold up well during the year 1919.

Speaking to the head of another large department store, THE FINANCIAL POST was informed that the business so far this year was running far ahead of last year, and with prices keeping up, profits were being well maintained. The whole policy of a retail store for the past few months has been to buy very cautiously as wholesale prices are so high, and gradually to work off the stock on hand that was purchased when the market was high, and thus be able to take advantage then of lower priced goods coming on the market. Some stores have, it would appear, taken unfair advantage of the manufacturer and wholesaler by cancelling goods that they ordered just before the armistice was signed, throwing these on the hands of the manufacturers and wholesalers that had looked after their needs during the time of scarcity and gone into the market to buy stocks where a sale with a big reduction in price had been forced for various reasons. This is a complaint that is made both from the manufacturer and wholesaler to some extent, although the practice has not been far reaching.

GENERAL ELECTRIC

The annual statement of the General Electric Company will be issued to the shareholders on Monday. Further than the statement from the president, Senator Nicholls, that it will be a very satisfactory document, there has been no forecast of an official character.

NEW CHAPTER IN THE HISTORY OF MACDONALD CO.

First Payment on Deferred Preferred Dividend This Week

OUTLOOK FOR COMMON

Opinion Expressed That Nothing Can Be Looked For Before 1921—Statement For 1918 Out Shortly

By Resident Representative

MONTREAL.—A new chapter in the history of the A. Macdonald Company, or as it is entitled now, Western Grocers, Limited, was opened this week, when the directors declared the first dividend on the preferred stock of the company 1¾ per cent., payable April 15, to shareholders of record March 31. This dividend, at the rate of 7 per cent. for the year, applies to the first quarter of 1919, ending March 31, and follows upon the consummation of the recent agreement whereby the five years of arrears on the preferred dividends were funded and credited to the holders of preferred stock in the form of an increase in their preferred holdings. By this means the total amount of the preferred stock outstanding was increased from $1,766,800 to $2,385,180, and it is on this larger amount that the 7 per cent. will be paid, calling for an expenditure each year of $166,962.

The preferred shareholders in accepting the new agreement for funding the arrears gave up their right to the five years' payments on the original amount of preferred outstanding, namely, $1,766,800, the total arrears being $618,380. In return for this the company is relieved of an immediate liability for the arrears and in turn pays for the future on the additional amount in the form of increased stock holdings. This extra amount is $43,286 a year at the 7 per cent. rate.

It is interesting to recall at this stage the fight that was put up by Guy Dobbin and other Eastern shareholders a couple of years ago against a proposal that was submitted for cutting down the common stock one-third, or making it $1,000,000 instead of $3,000,000 as had been issued. At the time it was argued that the equity of the common shareholders would be conserved even if they nominally carried only one-third the amount of stock; that after the preferred dividends were met they could claim the balance as their perquisite. Theoretically, perhaps, they were right, but to-day, if the common stock were only $1,000,000 in place of $3,000,000 as it was kept, is there any one who would make the wild suggestion that the holder of common stock would receive $75 for a share, as to-day with three times the number he can receive $25 a share for his holdings on the market to-day? Or will anyone suggest that when the common makes a start on paying dividends, say at 4 per cent., and the common stock goes up, say, to 45, that the stock would have been 135 if there were only 10,000 shares instead of 30,000? Or will anyone suggest, further, or otherwise, that at the time the common shall make a start on 4 per cent. that the reduced amount would have been paying 12 per cent.? One might venture the guess that the common stock to-day, if it were on the proposed reduced basis of $1,000,000, would not be selling for more than 30 at the outside.

Outlook for Common

This brings up the point as to the prospects for the common paying a dividend, and when. One of the leading shareholders, discussing this with THE FINANCIAL POST, ventured the opinion that nothing could be done until early in 1921. He bases this idea on the argument that there must be built up a reasonable surplus behind the preferred, as the company owes it to the preferred shareholders who were willing to forego a cash repayment of the arrears on the preferred in order to improve the cash position of the company. He believes, therefore, that a couple of years will be required before it will be considered advisable to start on the common dividends. The amount of bank indebtedness, undoubtedly will play a large part in determining the time. It is expected that the statement for 1918 will be issued very shortly. The favorable character of this was commented on in THE FINANCIAL POST a couple of weeks ago.

The common stock has had wide fluctuations in the last six years. It reached its high point in 1913, touching 60, and its low in 1915, when it went down to 7. In 1917 it was up to 13½, and this was a familiar quotation in 1918. The present price ranges between 24½ and 25.

TRURO STEEL SAVED TO SHAREHOLDERS

A New Bond Issue Was Successfully Floated by Louis N. Fuller

By Special Representative

HALIFAX.—The unexpected happened in Truro Steel Company affairs. It will be remembered that Louis N. Fuller proposed that an issue of $60,000 of 8 per cent. bonds be made to retire the old 7 per cent. bonds. Shareholders and landholders took but little interest in what Mr. Fuller was doing, but he went at it in earnest. Twice the sale by the Sheriff of the property was postponed to give him time.

When the time finally came for a showdown Mr. Fuller was on hand with the new bonds, and every bondholder was given a choice of taking his money for them in full or taking the new bonds. The liquidator was discharged by the court and the company is saved for the shareholders, of whom Mr. Fuller himself is the chief.

He had obtained recognition of a claim on the Government for a large sum which enabled him to pay off bonds and free the company. It is said that some curb brokers short on the stock will be affected by this and be compelled to fulfil contracts, that it would have suited them better to have seen the company go down. However this is, Mr. Fuller achieved a triumph in what he did, and the company now stands with its property and very little debt.

CANADA BREAD

The Toronto Bread War is a thing of the past, and the larger baking companies, after many conferences, have returned to a higher figure in bread sales, figures that according to Mark Bredin, of the Canada Bread Company, represent somewhat more nearly the actual costs of production. Mr. Bredin also stated that he is confident that matters will return to normal in the near future.

As far as bread prices go there can be no thought of further declines at the present; the wheat price is guaranteed till August 31, and there will be no material declines in flour prices till these conditions change.

While Mr. Bredin states that the past weeks have been anything but profitable, there are some compensating circumstances as far as the Canada Bread Company is concerned, and he is well satisfied with the condition of the company's business. The company has just declared its regular dividend, payable in April.

C.P.R. EARNINGS FELL TO 10.97% ON THE COMMON

Decline From 15.89 in 1917 and 16.76 in 1916

SURPLUS $2,532,372

A Decline of $12,801,842—Very Heavy Operating Expenses—Special Income Down Also

Further details announced on Thursday of the earnings of the Canadian Pacific Railway Company for 1918 bear out the earlier results, when the net earnings on regular account fell $10,000,000 behind the figures for 1917. In addition to rail operations announcement was made of the "Special Income Account" of the company, and the decline in that department is as great proportionately.

The net result is that from ordinary account the surplus has fallen to $2,203,621 as compared with $12,420,915 one year ago, and the surplus of Special Income Account declined from $2,913,299 to $328,751. The surplus for the two years compares as follows:

	1918	1917
Net earn. gen. acc't...	$2,203,621	$12,420,915
Net earn. special acc't.	328,751	2,913,299
Total	$2,532,372	$15,334,214

Decrease, 1918, $12,801,842.

Just Paid Dividends

In connection with the common stock of the company the earnings for 1918 little more than cover the amount paid as dividends, the amount available being 10.75 per cent. as compared with 15.89 per cent. in 1917, and 16.76 per cent. for the twelve months ending June 30, 1916, at which time there was a balance remaining of over $17,500,000. Of the 10.97 per cent. in 1918 the regular account of the company, that is the railway proper, furnished 7.85 per cent., and the special account 3.12 per cent. The amount available for the 7 per cent. that is paid out of ordinary account was $20,403,622, as compared with $30,620,915 in 1917, a decrease of $10,000,000. The special income account declined from $10,713,299 in 1917 to $8,128,751 in 1918. From this was deducted the 3 per cent. on the regular 10 per cent. dividend, namely $7,800,000, which left a balance of $328,751 as compared with $2,913,299 one year ago. To this balance was added the surplus on hand of $13,835,750, making the total surplus of special income $14,164,501. The figures for the past three years are given in detail below.

Gross Earnings Up $5,000,000

According to the preliminary statement of revenue and expenditure the gross earnings exceeded last year's by over $5,000,000, the total being a new high in the history of the road, $157,537,698 as compared with $152,389,334 for 1917. Working expenses, however, ran far in advance of the increase in gross earnings, from $105,843,316 in 1917 to $123,035,310 in 1918, a gain of over $17,000,000, leaving a net decrease of $12,000,000 in the net earnings.

The fixed charges amounted to about the same as in 1917, a little over $10,000,000. Then there was deducted, as last year, the sum of $500,000 for the pension fund, and an amount of $193,977 was transferred to the special income account as earnings of the commercial telegraph for the months of January and February.

Then came the regular deductions for preferred and common dividends, $3,227,276 for the preferred, and 7 per cent. on the common, this being the share of the total of 10 per cent. which is taken from the railway operation. This amount is paid on the common stock of $260,000,000.

From 69.45 to 78.09 for Operating

The heavy increase in the costs of operation were due partly to the huge increases in wages as the result of the adoption of the McAdoo award to Canadian lines; the advance in the price of coal and all materials. In addition, for the earlier months of last year stormy weather added greatly to the costs of operation and interfered seriously with the traffic carried by the road. Operating costs in proportion to gross earnings amounted to $69.45 per $100 in 1917. In 1918 this had increased to $78.09.

Nor is the heavy advance appreciated until it is remembered that for over nine months of last year the companies were receiving an increase in passenger rates of 15 per cent. and an amount averaging probably 10 per cent. in freight rates.

Profit and Loss Account

	1918	1917	1915-16*
Gross earnings	$157,537,698	$152,389,334	$129,481,885
Working expenses	123,035,310	105,843,316	80,255,965
Net earnings	$ 34,502,388	$ 46,546,018	$ 49,225,920
Fixed charges	10,177,513	10,229,143	10,306,196
Surplus	$ 24,324,875	$ 36,316,875	$ 38,919,724
Pension Fund	500,000	500,000	125,000
Balance	$ 23,824,875	$ 35,816,875	$ 38,794,724
**Transferred	193,977	....	....
***Transferred	....	1,968,683	1,923,289
Avail. for dividends	$ 23,630,898	$ 33,848,191	$ 36,871,435
Preference dividends	3,227,276	3,227,276	3,227,276
Balance	$ 20,403,622	$ 30,620,915	$ 33,644,158
Common dividends	18,200,000	18,200,000	18,200,000
Net surplus for year	$ 2,203,621	$ 12,420,915	$ 15,444,158
Special Income Account			
Special income	$ 8,128,751	$ 10,713,299	$ 9,940,955
Dividends	7,800,000	7,800,000	7,800,000
Balance	$ 328,751	$ 2,913,299	$ 2,140,955
Previous balance	13,835,750	10,922,451	6,266,144
Total surplus spec. income	$ 14,164,501	$ 13,835,750	$ 8,407,099

*Twelve months ending June 30, 1916.

**Net earnings commercial telegraph, January and February, transferred to special income account.

***Net earnings of coastal steamers, commercial telegraph and news department transferred to special income account.

NOTE.—In 1916 a change was made in the end of the company's year, from June 30 to Dec. 31, and a six months' statement issued, July 1 to Dec. 31.

A Will Maker's Difficulties

A wise man makes a will; and a will implies an executor. Yet anyone choosing a personal executor must choose either an able man with interests of his own, who can give only his spare time to the estate; or a man who has less than the ability required to administer the property of another.

Many prudent people, unwilling to make either choice, have appointed this Company executor. Write for our booklets. Or, may we explain to you personally the advantages of such a course?

National Trust Company Limited

Capital Paid-up - $1,500,000
Reserve - - - $1,600,000

18-22 King East, Toronto

Entire Plants and Equipment For Sale

O'BRIEN MUNITIONS, LTD. AND ENERGITE EXPLOSIVES

RENFREW ONT.

THIS is probably the most attractive offering ever place before Canadian Manufacturers, and one that is certainly worthy of your most careful consideration.

The Geographical location of the Town of Renfrew and uniformally permanent construction of the plants themselves, which are situated just a few minutes' walk beyond the Town limits, makes it an opportunity that comes but once in a lifetime.

Plenty of cheap electric power, town water on all parts of the property, excellent labor conditions and completely equipped Industrial Railway connecting all parts of the Plants. Canadian Pacific and Grand Trunk Railway sidings bring shipping and receiving facilities up to a maximum of efficiency. Free from Town taxation.

To those interested we will be glad to forward ground and building blue prints, inventory of Plant Equipment, including machinery of all descriptions, together with complete office and housing furniture, etc., all in first-class condition.

Tenders will be received for any part or all of these plants' equipment, as well as the land and buildings thereon erected. We are not setting a price on this "Manufacturing Opportunity." Write for full particulars, investigate and—

Make An Offer

Highest or any tender not necessarily accepted.

M. J. O'Brien, Limited, Renfrew, Ont.

FOR YOUR CONENVIENCE MAIL THIS COUPON

M. J. O'BRIEN, LIMITED
RENFREW, ONT.
[] Entire Plant Equipment,
[] Buildings and Land.

Mark in space provided what you would be most interested in. This will facilitate supplying you with full information promptly and without obligation.

Name .... Street ....
City .... Province ....

Keeping Down Costs

THE need realized—the remedy is at hand. You can find it quickly if your business library contains these books:

COST ACCOUNTING AND BURDEN APPLICATION

By CLINTON H. SCOVELL (senior partner of Scovell, Wellington & Co., specialists in Industrial Accounting)—A book which contains the fruit of ripe experience in widely diversified cost accounting. Price $2.25

PROBLEMS IN COST ACCOUNTING

By DeWITT CARL EGGLESTON, M.E., C.P.A. (Lecturer on Cost Accounting at the College of the City of New York)—Presenting a series of practical problems on Cost Accounting, giving concrete examples of financial situations found in actual practice. Price $2.75

PRINCIPLES OF FACTORY COST KEEPING

By E. P. MOXEY, Jr., C.P.A.—A valuable book on the essentials of Cost Accounting and their relative importance. Price $1.00

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4 to 12 College St. Toronto

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McAinsh & Co., Limited,
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Please send me free list of Business Building Books.

Name ....
Address ....

DIVIDENDS DECLARED

THE BANK OF NOVA SCOTIA

Dividend No. 197

NOTICE is hereby given that a Dividend of four per cent. on the Paid-up Capital Stock of this Bank has been declared for the quarter ending March 31st and that the same will be payable on and after Tuesday, the 1st day of April next, at any of the offices of the Bank.

The Stock Transfer Books will be closed from the 17th to the 31st proximo, inclusive.

By order of the Board,

H. A. RICHARDSON,
General Manager.

Halifax, N.S., February 18th, 1919.

The Canadian Crocker-Wheeler Co.
LIMITED

DIVIDEND NOTICE

THE Directors of The Canadian Crocker-Wheeler Company, Limited, have declared a One and Three-Quarters per cent (1¾%) dividend on the preferred stock of the Company for the three months ending March 31st, 1919, to shareholders of record March 21st, 1919. Also a dividend of One and Three-quarters per cent (1¾%) on the common stock of the Company for the three months ending March 31st, 1919, to shareholders of record March 21st, 1919.

The stock books will be closed from the 21st to the 31st of March, both days inclusive.

Cheques will be mailed to shareholders on March 31st, 1919.

By Order of the Board.

L. R. GRIMSHAW,
Secretary-Treasurer.

St. Catharines, March 4th, 1919.

PROVINCIAL PAPER MILLS
COMPANY, LIMITED

NOTICE OF DIVIDEND

NOTICE IS HEREBY GIVEN that dividends of One and Three-quarters (1¾%) per cent. on the Preferred Stock and One (1%) per cent. on the Common Stock of this Company, have been declared for the current quarter, both payable April 1st, 1919, to shareholders of record at the close of business, March 15th, 1919.

S. F. DUNCAN,
Secretary-Treasurer

Dated Toronto, March 5th, 1919.

Laurentide Company, Limited

DIVIDEND NOTICE

NOTICE is hereby given that a dividend at the rate of Three per cent. (3%) has this day been declared upon the Capital Stock of this Company, for the quarter ending March 31st, 1919, payable on Tuesday, April 1st, 1919, to Shareholders of Record at the close of business on March 24th, 1919.

By order of the Board of Directors,

W. F. ROBINSON,
Secretary.

Montreal, March 10th, 1919.

Dominion Textile Company Limited

NOTICE OF DIVIDEND

A DIVIDEND of two per cent. (2%) on the Common Stock of the DOMINION TEXTILE COMPANY, LIMITED, has been declared for the quarter ending 31ST MARCH, 1919, payable APRIL 1ST, to shareholders of record MARCH 15TH, 1919.

By order of the Board,

JAS. H. WEBB,
Secretary-Treasurer.

Montreal, Feb. 19th, 1919.

NIPISSING MINES COMPANY LTD.

165 Broadway, New York, March 12, 1919

The Board of Directors has to-day declared a Regular Quarterly Dividend of Five Per Cent., payable April 21st, 1919, to shareholders of record as of March 31st, 1919. The Transfer Books will close March 31st, 1919, and reopen April 18th, 1919.

P. C. PFEIFFER, Treasurer.

Woods Manufacturing Company, Limited

DIVIDEND NOTICE

THE regular Quarterly Dividend of One and Three-quarters per cent. (1¾%) on the PREFERRED STOCK OF WOODS MANUFACTURING CO., LIMITED, for the Quarter ending March 31st, 1919, has been declared, payable April 1st, 1919, to shareholders of record March 24th, 1919.

By order of the Board,

JOHN T. F. KEENE,
Secretary-Treasurer.

CANADIAN COTTONS LIMITED

NOTICE is hereby given that a Quarterly Dividend of One and a Half per cent. (1½%) has been declared on the Preferred Shares of this Company, payable the 4th day of April, 1919, to Shareholders of record the 25th March.

Also that a Quarterly Dividend of One and a Half per cent. (1½%) has been declared on the Common Shares of this Company, payable the 4th day of April, 1919, to Shareholders of record the 25th March.

Transfer Books will be closed from 26th March to 3rd April, both dates inclusive.

By order of the Board,

A. BRUCE,
Secretary-Treasurer.

Montreal, March 17th, 1919.

Canada Cement Company
Limited

Ordinary Shareholders

DIVIDEND NO. 12

NOTICE IS HEREBY GIVEN that a dividend of 1½% for the three months ending March 31st, 1919, being at the rate of 6% per annum on the paid-up Ordinary Stock of this Company has been declared, and that the same will be paid on the 16th day of April next, to Ordinary Shareholders of record at the close of business, March 31st, 1919.

H. L. DOBLE,
Secretary.

Montreal, March 17th, 1919.

Abitibi Power & Paper Co., Limited

DIVIDEND NOTICE

NOTICE is hereby given that a quarterly Dividend of One and Three-quarters (1¾%) per cent. has been declared on the Preferred Stock of the Abitibi Power & Paper Company, Limited, payable the first day of April, 1919, to shareholders of record at the close of business on the 20th day of March, 1919.

By Order of the Board,

W. H. SMITH,
Treasurer.

McIntyre Porcupine Mines
Limited

(No Personal Liability)

DIVIDEND No. 7

NOTICE is hereby given that a dividend of 5 per cent. (5%) on the issued Capital Stock of the Company will be paid on the 15th day of April, 1919, to Shareholders of record at the close of business on March 31st, 1919.

By order of the Board,

M. P. VAN DER VOORT,
Secretary-Treasurer.

Dated at Toronto, March 14, 1919.

The Porto Rico Railways Company, Ltd.

NOTICE IS HEREBY GIVEN that a quarterly dividend of one and three-quarters per cent. (1¾%) has been declared on the Preferred Stock of this Company, payable on the 1st day of April, 1919, to Shareholders of record at the close of business on the 20th day of March, 1919.

By order,

T. A. SPEER,
Secretary.

Central Canada Loan & Savings Company

QUARTERLY DIVIDEND

Notice is hereby given that a dividend of TWO AND ONE-HALF PER CENT. (2½%) for three months ending March 31st, 1919, at the rate of TEN PER CENT. (10%) per annum, has been declared upon the Capital Stock of this Institution, and the same will be payable at the offices of the Company, Toronto, on and after Tuesday, the 1st day of April, 1919.

The Transfer Books will be closed from the 17th to the 31st of March, both days inclusive.

By order of the Board,

E. R. WOOD,
President.

LA BANQUE NATIONALE

ON and after Thursday, the 1st day of May next, this Bank will pay to its shareholders a dividend of two and one-quarter per cent. (being at the rate of nine per cent. per annum) upon its paid-up capital, for the three months ending on the 30th April next.

The transfer book will be closed from the 16th to the 30th April next, both days inclusive.

The annual meeting of the shareholders will take place at the banking house, Lower Town, on Wednesday, the 11th June next, at three o'clock p.m.

The powers of attorney to vote must, to be valid, be deposited at the Bank five full days before that of the meeting, i.e., before three o'clock p.m., on Wednesday, the 4th day of June next.

By order of the Board of Directors,

N. LAVOIE,
General Manager.

Quebec, 18th March, 1919.

Western Grocers Limited

DIVIDEND NOTICE

NOTICE is hereby given that a quarterly dividend of one and three-quarters per cent. has been declared on the preference stock of Western Grocers Limited, payable on the 15th day of April, 1919, to shareholders of record at the close of business on the 31st day of March, 1919.

By order of the Board,

H. C. COWDRY,
Secretary.

Winnipeg, Man., March 17th, 1919.

Route Your Shipments
CANADIAN NATIONAL

SCOTIA EARNED 11 PER CENT. IN 1918 ON ITS COMMON

Working Capital Again Over $10,000,000, Much Improved

STRONG IN CASH

Over $2,500,000 in Banks and $2,000,000 in War Bonds—Overcame Heavy Handicap Through War Control

In the face of the handicaps under which it labored in 1918 the statement of the Nova Scotia Steel and Coal Company for the year ending Dec. 31, 1918, must be considered a favorable one. The company showed strong "powers of resistance" to external conditions and actually better the results of 1917, although falling below the banner year of 1916. The gross profits for last year amounted to $3,535,525 as compared with $3,069.449 in 1917, and the record total of $4,222,373 in 1916. **Allowing for** a depreciation of $1,206,968, more than in 1917 but less than in 1916—and bond interest of $612,064, the net profits available for dividends amounted to $1,716,492, compared with $1.340,477 in 1917 and $2,104,477 in 1916. After allowing for preferred dividends of $80,000 in each of the three years the amounts available for common were $1,636,492, $1,260,477, and $2,024,477 respectively, or 10.9 per cent. in 1918, as against 8.4 in 1917 and 13.5 in 1916.

Controlled by War Trade Board

It is stated in the report that the War Trade Board practically assumed control, early in 1918, of the company's production, the booking of orders coming under its supervision While little over 50 per cent. of the steel output was used for actual munitions purposes, the company was in reality held back from accepting orders in advance either for domestic or export account. The result was that sales fell off a little, comparing as $11,525,779 to $12,359,113 in 1917 but were ahead of 1916 with $11,425,439, and 1915 with $7,896,374.

Very Strong Liquid Position

While details of the profit and loss account are given below for the past five years, the 1918 statement is outstanding in revealing the marked improvement in the liquid position of the company. Cash on hand in 1916 was $540,558; in 1918 it was $2,527,264. In 1916 the company carried $119,437 in war loans, in 1917 this was down to $50,000; in 1918 the total had grown to $2,025.133. Conversely the inventory of 1918 showed that it had been pared down exceedingly, being replaced by much more liquid **assets, cash and Victory bonds.** In 1916 it was $4,022.667; next year it was $5.555.323; in 1918 it was down to $3.158,661. Similarly accounts receivable had fallen from $4,275,206 to $2,793.826, a very desirable condition, particularly in the face of a falling market such as faces steel companies.

No Bank Loans

On the other hand the company was able to repeat its record of 1917 with not a cent of banking indebtedness, compared with $693.906 in 1916. Not a cent even of bills payable, against $258,288 in 1917 and $1,051,000 in 1916. Even in accounts payable the excellent record was well maintained; from $1,411,731 in 1916 to $915,617 in 1917, to $883,654 in 1916.

While the actual totals of liquid assets show the last two years about equal, there is a very considerable increase in the "liquid" character of the chief elements of the working capital, that exceeds $10,000,000 for each year.

Working Capital
Liquid Assets

	1918	1917
Call loans	$ 963,943	......
Invent.	3,158,661	$5,555,323
Acc. pay.	$ 883,654	915,617
War loan	2,025,133	50,000
Cash	2,527,264	2,163,022
	$11,468,827	$12,043,551
Current Liabilities		
Bills pay.	......	$ 258,288
Acc. pay	$ 312,595	915,617
Inter.	312,595	311,208
Divid.	207,500	395,000
	$1,403,749	$1,880,113
Bal. work. cap.	$10,065,078	$10,163,438
In 1916		$4,193,210
In 1915		$3,149,512

So far as coal is concerned, the output declined to 502,051 tons, a decrease of some 75,000 tons, 80 per cent. of which was used by the company in its own operations.

In the balance sheet the surplus of $4,230,092 from 1917 was cut down by the stock dividend distribution of $2,500,000 to $1,730,092.

Five Years' Comparison of Nova Scotia

	1918	1917	1916	1915	1914
Profits	$3,535,525	$3,069,449	$4,222,373	**$2,094,170	**$415,164
Depreciation	1,206,968	976,113	1,490,586	......	......
Bond Int.	612,064	608,818	529,359	481,118	601,070
Bank Int.	......	144,040	97,949	()36,310	()46,910
Net Profit	1,716,492	1,340,477	2,104,477	1,576,742	—232,816
Pref. div.	80,000	80,000	80,000	123,600	41,200
Av. for com.	1,636,492	1,260,477	2,024,477	1,453,142	—274,016
P.C. earn on com.	......	8.40	26.9	19.38	nil
Com. divid.	750,000	562,000	......	......	180,000
Surp. for year	886,492	697,977	2,024,477	1,453,142	—454,016
Prev. surplus	1,730,092	3,532,114	1,510,609	57,466	527,886
Surplus	$2,616,584	$4,230,092*	$3,535,086	$1,510,609	+$ 57,466

*Or $1,730,092 after stock dividend of $2,500,000 had been deducted.
**After allowing for depreciation.
()Represents not bank int. but sinking fund and directors' fees.
NOTE.—The balance of $57,466 in 1914 was secured after adding $150,000 from general reserve, and deducting $162,775 for renewals, etc.

NO INCREASE IN GLASS DIVIDEND

Unlikely Advance Owing to Unsettled Price Conditions—Referendum Would Help

While there has been heavy buying of late in Dominion Glass, common, presumably in anticipation of an increased dividend for the next quarter, THE FINANCIAL POST was informed this week that the 4 per cent. rate would remain at least for the coming quarter. The matter has not yet come before the directors, but it is felt that while business conditions are uncertain, a change is not likely to come into effect. While costs of production keep very high, prices of the product have eased off, and just at present the percentage of profit in production is lower than last year.

Much interest is taken in the coming plebiscite on wine and beer licenses in the Province of Quebec. Those in close touch with the glass company state that a vote favorable to a license will mean increased business for the company over the result if the plebiscite turns out to be registered in the negative. Since the stock was first listed last Saturday the price declined about a point from 16¾ obtained on Friday last. The stock went ex-dividend this past week.

DOMINION STEEL WANTS BOATS BACK

Announcement Expected on Return of President Workman—Business Outlook

With the expected early return of Mark Workman, president of the Dominion Steel Corporation from overseas, the hope is expressed that the company will be able to secure in the near future the nine or ten boats that were commandeered by the British Government, and also that these will be released in time to deliver coal up the St. Lawrence during the present season. Last year instead of a couple of million tons the company sent up only 65,000 to Montreal, and the rest came across the border. This record will be repeated this year if the boats do not arrive in good time, and Mr. Workman it is known has made evry effort to persuade the authorities to grant his request.

In the meantime the rail mill is working steadily on the Government contract, which was pooled for all the railways of Canada. With the orders now on hand and the present rate of manufacture the rail mill will be kept busy well into next fall. Progress is being made with the various sub-contracts of the new plate mill, and this it is hoped will be operating by the end of the year.

QUEBEC CENTRAL

Big Tracts of Land Granted by The Legislature

QUEBEC.—A bill was passed and sanctioned to-day in the Quebec Legislature, granting large tracts of land to a number of railways. In all the land thus granted covers an area of about 5,650,000 square miles in various sections of the Province.

The Quebec Central Railway, running from Quebec-Levis to Sherbrooke, through Beauce and the mining districts of Megantic, will get 2,000,000 acres of land to help in the construction of a branch from Knotts to connect with the Transcontinental at St. Jean Chrysostome, Levis county.

DULUTH-SUPERIOR

Duluth-Superior gross earnings for the first week of March totaled $35,886 as compared with $32,673 for the correspondng period in the previous year. The increase is $3,212 or 9.8 per cent., while for the year to date the earnings amounted to $324,637 against $303,259, a gain of $21,377 or 7 per cent.

GRAND TRUNK PACIFIC

The Grand Trunk Pacific Railway reports gross earnings for the third week of February amounting to £20,978 against £19,446 for the corresponding period in 1918, an increase of £1,532. From January 1 to February 21 the earnings totaled £142,813 compared with £163,731 in the previous year, a decrease of £20,918.

WAR A SERIOUS SETBACK FOR WM. A. ROGERS

A Loss of Over $5,000 Before Meeting Interest Charges

IMPROVEMENT NOW

End of War Has Enabled Company to Get Back to Normal Operating Basis and Profits Greatly Increased

With war conditions seriously restricting available power for operating purposes, with the draft and munitions activities taking many expert workmen and with Government regulations interfering with raw materials on the basis of a non-essential industry, Wm. A. Rogers, Limited, suffered a serious setback in 1918 as indicated by the annual statement which has just been mailed to the shareholders. When it is stated that there was a loss on operation of $5,208 before paying interest as compared with profits of $81,855 in 1917 and $240,648 in 1916 some indication is given of the effect of the conditions referred to upon earnings.

Considering all the circumstances the directors consider the showing a satisfactory one, particularly as during the period referred to the consolidation with the S. L. and J. H. Rogers' interests was effected and under new administration, with Mr. Sage as general manager, progressive steps have been taken to bring the whole organization to a more efficient basis. The results have been making themselves evident since the signing of the armistice. With the return of skilled labor, readjustment of markets for material and a normal supply of power the output has been greatly increased—being more than double the average of last year—and as demand continued at a high level profits have shown corresponding expansion. With a continuance of such conditions the company's income account will soon make a marked reversal of form. There is no indication of any weakening of demand for products and the past three months have shown a remarkable volume of orders for the after-holiday season. The readjustment period has, however, presented its handicaps, owing to the necessity of writing down inventory values to lower market levels,—this was done December 31st.

The profit and loss account shows that after setting aside $80,000 for realty and plant reserve, and paying $74,226 of bond and bank interest, the surplus of $203,081 brought forward was reduced by $159,434, the amount carried forward being $43,647. Following are comparative figures for the past three years:

	1918	1917	1916
Profits	* 5,208	$ 81,855	$240,648
Pref. div.	$	$ 63,000	$ 63,000
Common	.....	22,500	90,000
Plant reserves	80,000	.....	50,000
Bond int.	** 74,226	19,421	.....
	*$159,434	$* 23,066	$ 37,648
Prev. surplus	203,081	226,147	188,499
Surplus	$ 43,647	$203,081	$226,147

*Deficit.
**Including bank interest.

A further call of $70,000 was made upon the company's resources to meet liability in connection with guarantee of preference interest of the Canadian Wm. A. Rogers Company; the period covered was two years. This amount was written off the general reserve. President S. J. Moore reports that the Canadian Company has made decided progress during the past year and "it is not likely that the full amount of the guarantee will be required hereafter."

The Balance Sheet

The payment of the bond interest of the Canadian Company reduced the general reserve from $300,000 to $230,000. Total reserves and surplus stood at $423,647 as compared with $589,081 in the previous report. Total assets of $4,239,230 showed a considerable decline from $4,601,489 at the end of 1917. Capital assets showed some increase under the heading of "Real Estate and Buildings" and "Plant and Machinery," but "Stock in Trade" and "Accounts and Bills Receivable' were very largely reduced.

WESTERN POWER

For the year ending with December 31 last gross earnings of the Western Power Company of Canada amounted to $448,709, a decrease of $1,452 from the total for 1917. After operating expenses had been provided for there was a net left of $285,291, or a falling off of $34,310. Comparative figures for the year follow:

	1918	1917	Change
Oper. rev.	$448,709	$450,161	—$ 1,452
Oper. exp.	163,418	130,559	+ 32,859
Net rev.	285,291	319,601	— 34,310
Other inc.	8,787	12,192	— 3,405
Total inc.	294,079	331,793	— 37,714

The balance sheet as of December 31 shows cash on hand amounting to $164,190, while profit and loss surplus totaled $40,345, and total assets and liabilities $12,674,892.

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THE UNION BANK OF AUSTRALIA, LTD.

Established 1837. Incorporated 1880
CAPITAL—
AUTHORIZED AND ISSUED. £6,000,000

Paid-up Capital £2,000,000
Res. Fd. £2,025,000 Together £4,025,000
Res. Liab. of Proprietors. £4,000,000
Total Capital and Reserve. £8,025,000

Head Office: 71 Cornhill, London, E.C. 3

The Bank Has 181 Branches, viz:
In Victoria ... 41
In New South Wales ... 39
In Queensland ... 19
In South Australia ... 14
In Western Australia ... 21
In Tasmania ... 3
And in NEW ZEALAND ... 44

Drafts upon these Branches are issued by the Head Office and may be obtained from the Bank's Agents throughout the world. Commercial and Circular Travelling Credits issued—available throughout the world. Cable Transfers are also made. Bills on the Australian States and Dominion of New Zealand are purchased or sent for collection.

Canada Permanent Mortgage Corporation

QUARTERLY DIVIDEND

Notice is hereby given that a Dividend of TWO and ONE-HALF PER CENT. for the current quarter, being at the rate of

TEN PER CENT. PER ANNUM

on the paid-up Capital Stock of the Corporation, has been declared, and that the same will be payable

TUESDAY, THE FIRST DAY OF APRIL

next, to shareholders of record at the close of business on the Fifteenth day of March.

By order of the Board.

GEO. H. SMITH,
Assistant General Manager

Toronto, Feb. 26th, 1919.

The Mercantile Agency
R. G. DUN & CO.

Consult us before extending credit or if customers are delinquent.

Canadian Offices:

Halifax, St. John, Quebec, Montreal, Ottawa, Toronto, Hamilton, London, Winnipeg, Regina, Moose Jaw, Saskatoon, Calgary, Edmonton, Lethbridge, Vancouver, Victoria.

Address enquiries to

R. G. DUN & CO.

Dominion Bank Bldg. - Toronto, Can.

THE SHREDDED WHEAT CO.

NIAGARA FALLS

ASSETS	1918	1917
Cash on hand and in Banks	$ 496,895.47	$ 348,182.42
Invested in Bonds and War Sav'gs Certificates	448,207.75	246,443.75
Accounts, Products and Materials .	1,798,949.54	1,638,695.91
Land, Buildings and Equipment...	2,438,570.24	2,454,099.71
Invested in subsidiary Companies.	1,251,000.00	1,251,000.00
Patents, Copyrights, Trade Marks and Goodwill	5,000,000.00	5,000,000.00
	$11,433,623.00	$10,938,421.79
LIABILITIES		
Current—To All Creditors	$ 414,860.71	$ 202,937.86
Dividends Declared Dec. 10, 1918 ..	193,750.00	237,500.00
Surplus	395,100.57	377,944.28
Reserves	429,911.72	120,039.65
Capital Stock	10,000,000.00	10,000,000.00
	$11,433,623.00	$10,938,421.79

The Shredded Wheat Company—The Canadian Shredded Wheat Company, Ltd. and Pacific Coast Shredded Wheat Company, Consolidated

INCOME STATEMENT 1918-1917

		1918		1917
Gross Income, less Operating Expenses		$1,439,828.34		$1,249,981.59
Reserved for Depreciation	$ 78,948.34		$ 54,000,00	
Reserved for income and War Taxes	434,094.68	513,043.02	149,869.85	203,869.85
Net Income for Year		$ 926,785.32		$1,046,111.74
SURPLUS—(All Companies)				
At January 1, 1918	$614,939.01		$ 343,827.27	
Net Income, 1919 ..	926,785.32		1,046,111.74	
		$1,541,724.33		$1,389,939.01
Dividends Declared		775,000.00		775,000.00
Balance at Dec. 1		$ 766,724.33		$ 614,939.01

Shredded Wheat Company has a very brilliant future, and since it is so ably managed, there can be no question but what the corporation will forge to new heights in the years to come. As an investment the stock offers splendid opportunities; the dividend rate being attractive, and the market for the shares alive at all times.

THE STERLING TRUSTS CORPORATION

GUARANTEED MORTGAGE INVESTMENTS

5½%

A Legal Investment for Trust Funds.—Your money is invested and repayment of interest and principal on due date is absolutely guaranteed. Write to-day for further information and booklet entitled, "Experiments With Money."

10 AND 12 KING STREET EAST

HEAD OFFICE—TORONTO

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CANADIAN MACHINERY'S editorial staff at Toronto and Montreal, and its resident correspondents and contributors in all other industrially important centres in Canada and the States furnish all the industrial news that is reliable.

CANADIAN MACHINERY AND MANUFACTURING NEWS

2

Investors' Information Bureau

Any subscriber to THE POST may write the Investors' Information Bureau for special information on any Canadian security, or other financial matter in which he may be interested. Inquiries are treated confidentially, and answered by mail. This service is free to subscribers, but inquirers should enclose stamp for reply.

BIG DECLINE IN MUNITIONS END OF CANADA CEMENT

Profits Thus Showed 7.9%, Compared With 12.6% in 1917

SURPLUS $2,677,643

No Higher Dividends Now, as Money Required For Development—Strong Liquid Position

The individual strength of Canada Cement, and general market conditions behind it, were not proof against a double set-back that the stock just received in a ten-day period. The first was the intimation by the general manager, F. P. Jones, on his return from England, that no bonus was contemplated for the present; the second was the annual statement covering the year 1918, which was issued this week. The first cut the stock down 4½ points from the high of 71 attained before; the latter added about 1½ points more to the decline.

As had been pointed out a fortnight earlier by the FINANCIAL POST, the earnings' showing was less than in 1917, comparing as $2,215,708 to $2,861,246 in 1917, although a little higher than the total of $2,218,848 in 1916. Two elements contributed to this: One was a lessened demand for cement due, as the president, Senator Edwards, pointed out, to the curtailment of all unnecessary work, and to the scarcity of labor. Allied with this was the inability to operate the Port Colborne plant owing to lack of power, with a consequent loss in having to ship cement from other plants. The second cause behind the decrease was a lower production of munitions. The plant was shut down in the early part of the year 1918, and in addition a change-over from 9.2-in. to 6-in. shells for the Imperial Munitions Board, and later a change again to 9.2 for the United States Government was costly to the company as compared with free running in 1917 on a uniform order.

Showing on Common

With these heavy deductions in net earnings, aggregating over $645,000, it was inevitable that the percentage earned on the common stock should show a considerable decline. After allowing for bond interest, slightly less than in 1917, as the bonds outstanding had been reduced from $7,055,073 to $6,839,046, and preferred dividends of $735,000—7 per cent. on $10,500,00—there remained a balance of $1,060,644, compared with $1,694,181 in 1917, or 7.9 per cent. of the common stock, compared with 12.6 per cent. in 1917. For 1918 the balance was a little more than in 1916, when it was $1,040,086, or 7.7 per cent. of the common stock of $13,500,000. The actual amount required to meet the common dividend at 6 per cent. is $810,000, and out of the 1918 balance an unknown amount must be taken to meet excess profits taxes.

From the balance after meeting common dividends $150,000 was set aside for revenues which increased to $1,325,000 in all.

The statements of profit and loss for the past three years compare as follows:

Profit and Loss

	1918	1917	1916
Net earn.....	$2,215,708	$2,861,246	$2,218,848
Deduct—			
Bond int...	420,064	432,065	443,762
Pfd. divid..	735,000	735,000	735,000
Balance	$1,060,644	$1,694,181	$1,040,086
Com. divid...	810,000	810,000	607,500
Balance	$ 250,644	$ 884,181	$ 432,585
Less Reserves	150,000	400,000	......
Year's sur....	$ 100,644	$ 484,181	$ 432,585
Add pr. sur.	$ 2,576,999	2,092,818	1,660,232
Total surp. ..	$2,677,643	$2,576,999	$2,092,818

Amortising Munitions Plants

One other contrast remains to be noted in favor of 1917, that of depreciation. The statement in the report one year ago noted that the income was figured out after deducting $2,190,616 for depreciation and special equipment written off; in 1918 the similar item was only $1,150,763, or over $1,000,000 less. This means that earnings from "operations," were even greater in 1917 than the two net earnings' items would indicate. The depreciation deduction in 1917, it was understood, wiped out the cost of the munition plants. New orders in 1918, for a new type of shell, called for a new equipment, but this will be partly wiped out by the depreciation, while the balance of the expenditure will be looked after by the company's claim against the U. S. Government, which is now being considered. The result of this being unknown, introduces an element of uncertainty into the whole position of the company, both in regard to property and to actual earnings for 1918. To some extent both may be said to be "in suspense." Naturally the company takes a conservative position in estimating the settlement that will be made, but until that settlement is made the investor cannot wisely make any additions to the company's statement for 1918.

Need More Capital

Further light is thrown on the decision against a bonus or increased dividend in the president's report: there will be need for more working capital. It is stated that while the directors feel that there will be more demand for cement in 1919, it must not be forgotten that "since 1914 your cement plants have not been operating to anything like capacity and a number of them have been shut down since 1914, so that when the demand does improve we will be called upon to start up these plants, involving a considerable cash outlay for materials, wages, etc. Moreover, it will be unreasonable to expect these plants to operate to their usual efficiency for some time after they have been re-started."

Claims Against U.S. Government

A study of the balance sheet of the company presents some interesting changes. Accounts receivable are up from $398,900 to $908,675. This the FINANCIAL POST was informed, was due to by cement customers and the Imperial Munitions Board, the latter being unpaid accounts for shells delivered, and still unsettled by actual payment. Already a large part of this total has been paid, and is in the form of cash in the treasury. Accounts payable have gone up from $142,322 to $798,522, on account of expenditures chiefly on munitions account. Part of this is covered by claims against the United States Government. In figuring on working capital allowance is made for an addition to 1918 total of the difference in investments for the two years, the increase for 1918 of $734,394 consisting entirely of purchases of Victory bonds which rank, naturally, as liquid assets. This gives 1918 an advantage over 1917 of over $350,000 in working capital, which now amounts to over $4,000,000. If all the investments are included the working capital would exceed $5,000,000.

The figures compares as follows:

Working Capital
Liquid Assets

	1918	1917	1916
Inventories ..	$2,792,905	$2,662,858	$3,788,484
Acc. rec......	908,675	398,900	878,050
Bills rec.	30,600	27,699	12,600
Cash	271,647	499,730	126,892
Call loans ...	627,900	721,900	......
Dep. on tend.	14,707	66,453	54,994
	$4,646,435	$4,377,540	$4,881,020
Current Liabilities			
Acc. pay. ...	$ 798,522	$ 142,322	$2,179,516
Int. accr.....	102,585	105,826	108,864
Dividends ...	386,250	386,250	386,250
	$1,287,357	$ 634,398	$2,674,630
Bal. work. cap	$3,359,078	$3,743,142	$2,186,390
Add inc. Vict. Bond ....*	734,394	......	......
	$4,093,472	$3,743,142	$2,186,390

*Allowing for portion of investments added during year in form of Victory Bonds.

Nine Years in Comparisons

	Net profits	P.C. on com.	Div. on com.	Surp. for Yr.	Ttl. Surp.	Work. Cap.
1910	$1,177,698	1.06	......	$142,698	$ 217,994	....
1911	1,382,039	2.06	......	278,809	496,808	....
1912	1,394,677	2.11	......	284,259	781,062	$1,258,247
1913	1,536,432	3.03	......	409,217	1,190,279	493,826
1914	1,517,060	2.39	......	322,991	1,513,269	1,931,547
1915	1,742,013	4.09	......	551,968	2,065,233	2,580,924
1916	2,218,848	7.70	$607,500	432,585	2,092,818	2,186,392
1917	2,861,247	12.6	810,000	484,181	2,576,999	3,743,145
1918	2,215,708	7.9	810,000	100,644	2,677,643	4,093,472

WAR COSTS AFFECTED DULUTH-SUPERIOR

Materials and Labor Have Cut Heavily Into the Company's Earnings

The large increase in operating expenses is referred to by President A. M. Robertson of the Duluth-Superior Traction Company as chiefly responsible for the fact that net earnings of $119,057 show a considerable decline compared with $285,797 for the previous year. All materials and supplies were very much higher in price while standard wages as set by the National War Labor Board were also a contributing factor; three increases in the rate of pay to employees were made during the year. In addition to the increase in operating expenses gross revenue suffered from the following causes:

	1918	1917
Bal. for'd	$187,309	$141,096
Miscellaneous	5,247	2,346
From inc. account	119,057	285,797
	$311,613	$429,239
Dividends	$165,000	$130,000
Sinking fund	28,837	27,383
Add. to property	10,646	78,436
Dis. on bonds	2,900	6,080
Miscellaneous	3,022	30
Balance	101,208	187,310
	$311,613	$429,239

The Board of Railway Commissioners having heard representatives from the Canadian Pacific Railway supporting the company's demand for an increase in the Government's mail car rates, decided to make a recommendation to the Canadian Government in favor of this increase.

PICCADILLY LONDON Smoking Mixture

The art of blending Tobacco has reached the zenith of perfection in Piccadilly Smoking Mixture. 30¢ PER PACKAGE

Sale of Pulpwood Lands in Northern Ontario

The Lake Superior Corporation and Algoma Eastern Railway Company are open to negotiate for the disposal of certain lands

Approximately 682,000 Acres

situated for the most part in that section of Northern Ontario known as the Clay Belt, and comprising the Townships of Storey, Langemarck, Dowsley, Nassau, Shetland, Staunton, Orkney, Magladery, Caithness, Rykert, Doherty, Whigham, Coppell, Newton, Dale, McOwen, Frater.

The lands in question are accessible to the Algoma Central, Trans-Continental, Canadian Northern, and Canadian Pacific Railways, and should be of particular interest to pulp and paper makers, also to settlers, in view of their agricultural possibilities.

General information will be furnished and plans exhibited at the office of Mr. Alex. Taylor, secretary of the Lake Superior Corporation, 1428 Bank of Hamilton Building, Toronto, or at the office of Mr. G. A. Montgomery, vice-president of the Algoma Eastern Railway Company, Sault Ste. Marie, Ont.

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BANK OF HAMILTON BLDG. *Industrial Advisors* TORONTO, CANADA

EARNINGS OF U.S. STEEL COMPANIES

Big Reductions General For 1918 as Compared With 1917

NEW YORK.—Annual report for the year ended December 31, 1918 of Bethlehem Steel Corporation, shows net income after war taxes and all charges, of $15,930,390, equivalent after deduction of dividends on the 8 per cent. preferred and the 7 per cent. preferred stock, to $21 a share on the total of $59,448,000 "A" and "B" common stock. This compares with net income of $27,320,737, or $43.20 a share earned on the common stock in 1917.

Salaries and wages paid by Bethlehem Steel in 1918 aggregated $167,118,484, and average number of employees in the United States numbered 93,964, compared with $83,978,312 and 64,782 respectively in 1917. The average wage per man in 1918 was approximately $1,780, compared with approximately $1,300 in 1917. Bethlehem Steel's current assets are given as $157,500,104 and current liabilities $77,354,611, leaving excess current over sets over current liabilities, $80,145,493. The company reports $24,511,977 cash on hand.

Midvale Steel and Ordnance Company's pamphlet report for 1918 will be made public before the close of the current month. It will be in contrast with reports of other steel companies which have shown big reductions in earnings after taxes, compared with 1917. Midvale is expected to show close to $14.75 a share on the stock, compared with $17.12 in 1917, and the statement, covering 1918 operations will indicate a very strong cash position. The corporation subscribed for something like $7,500,000 of the Fourth Liberty Loan.

Republic Iron & Steel showed a falling off in earnings from $51.88 to $22.22 a share, and U. S. Steel Corporation from $39.20 to $22.04 a share.

BALDWIN LOCOMOTIVE

PHILADELPHIA.—Gross sales of $123,179,251, reported by the Baldwin Locomotive Works for the year ended December 31, 1918, exceeded the aggregate gross sales of the first four and a half years of the company's existence in its present corporate form. Prior to July 1, 1911, the business was conducted by a partnership. For the four and a half years ended December 31, 1915, total sales were $115,844,123.

WANT BURLESON TO GO

Telegraphers Dissatisfied With Conditions They Have Created

NEW YORK.—The New York division of the Commercial Telegraphers Union is demanding that President Wilson get rid of Postmaster General Burleson. This is interesting and highly entertaining. It was this same union, acting through its national organization, that kept hounding the Federal Government, until it finally yielded to the demand and took over all the wire systems of the country.

March 22, 1919
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A Nation of Bond-Holders

War-Savings Stamps do wonderful work in introducing investments in bonds to those persons who heretofore have not been bondholders. The interest is accumulative — 4½ per cent. compound.

W-S

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J. B. MONK, Winnipeg
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W. A. BLACK, Halifax
HON. MURDOCK McKINNON, Charlottetown
TOM MOORE, Ottawa

DR. J. H. PUTMAN, Ottawa 83

THE ROYAL BANK OF CANADA

Statement to the Dominion Government (Condensed) Showing Condition of the Bank on February 28, 1919

LIABILITIES

Capital Paid Up	$ 14,830,690.00
Reserve Fund	15,415,345.00
Undivided Profits	535,757.19
Dividend No. 126, payable March 1, 1919	420,000.00
Notes in Circulation	33,950,037.74
Deposits	331,967,246.31
Due to other Banks	7,054,490.37
Bills Payable (Acceptances by London Branch)	316,353.49
Acceptances under Letters of Credit	12,329,087.81
	$416,819,007.91

ASSETS

Cash on Hand and in Banks	$ 70,281,759.51
Deposit in the Central Gold Reserves	20,500,000.00
Government and Municipal Securities	43,685,672.10
Railway and other Bonds, Debentures and Stocks	15,312,748.69
Call Loans in Canada	8,828,754.06
Call Loans elsewhere than in Canada	28,101,739.33
	$186,710,673.69
Loans and Discounts	$209,017,016.19
Liabilities of Customers under Letters of Credit as per contra	12,329,087.81
Bank Premises	6,728,774.38
Real Estate other than Bank Premises	1,202,078.98
Mortgages on Real Estate sold by the Bank	88,558.11
Deposit with Dominion Government for Security of Note Circulation	742,818.75
	$416,819,007.91

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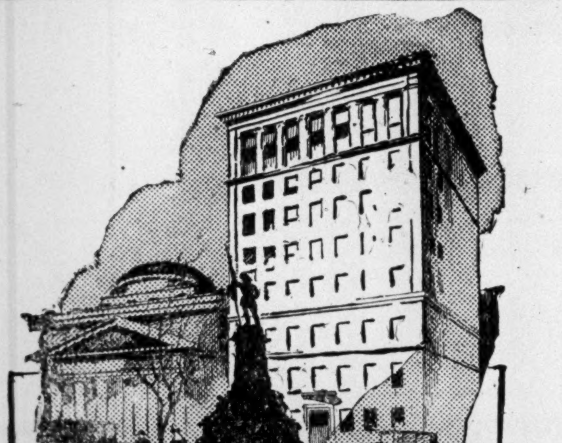
LUMSDEN BUILDING

TORONTO



Head Office : Montreal

HAVE YOU MADE A WILL?

Do you realize that if you do not dispose of your property by will, your estate may be disposed of very differently from the way you would wish?

Unless a will is made, the law can take no account of the special personal needs of any heir.

When you make your will, why not ensure efficient and economical management by appointing The Royal Trust Company as executors and trustees?

This Company will scrupulously guard the interests of your heirs, and will give your estate the benefit of experience gained in the management of many estates, both of large and only moderate size.

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QUEBEC, ST. JOHN, N.B., HALIFAX, ST. JOHN'S, NFLD.

T62

MONEY BANKING AND EXCHANGE

BANK CLEARINGS 8 P.C. AHEAD OF LAST YEAR

In the East the Gain is 20%, But in the West Returns Are Lower

NINE CITIES LOWER

Toronto Reports Gain of 22.4% and Montreal 27.8%—Winnipeg Declines 36.2%

Bank clearings from twenty-six cities reporting show a total for the week ending Thursday last of $245,-760,530 against $227,512,559 for the corresponding period in the previous year, an increase of $18,247,971, or 8 per cent. In the East there is a gain of $35,095,238, or 23 per cent., while in the West the returns are lower by $16,847,267, or 22.4 per cent. Nine cities show lower returns. Toronto, with a total of $66,039,707, shows a gain of 22.4 per cent., while Montreal reports an increase of 27.8 per cent. Winnipeg, with a total of $29,109,051, shows a decrease of $16,551,498, or 36.2 per cent. Prince Albert reports the largest percentage gain. Following are comparative figures for the week:

WEEKLY BANK CLEARINGS
(In comparison with same week last year)

Eastern Cities

	Mar. 20, '19	Change	%
Montreal. ...$	95,089,275	+$20,703,696	27.8
Toronto	66,039,707	+ 12,076,082	22.4
Ottawa	6,196,126	+ 318,666	5.4
Hamilton	4,735,503	+ 130,499	2.8
Quebec	4,435,172	+ 870,757	24.4
Halifax	3,589,461	+ 599,448	20.0
London	2,308,359	+ 263,111	12.9
St. John	2,216,335	+ 58,939	2.7
Brantford	824,311	— 27,974	3.2
Peterboro	577,171	— 89,962	13.4
Sherbrooke	887,812	+ 78,668	9.7
Kitchener	674,509	+ 113,308	20.1
Total, East ..$	187,573,741	+$35,095,238	23.0
Windsor	1,126,476		

Western Cities

	Mar. 20, '19	Change	%
Winnipeg ..$	29,109,051	—$16,551,498	36.2
Vancouver	10,632,602	+ 1,468,151	16.0
Calgary	5,009,582	— 1,514,022	23.2
Edmonton	3,197,996	+ 70,258	2.2
Victoria	1,840,602	+ 99,762	5.7
Regina	2,994,803	— 94,813	3.0
Saskatoon	1,460,200	— 75,460	4.9
Moose Jaw	1,258,474	+ 50,188	4.1
Ft. William	550,275	+ 8,081	1.4
Brandon	456,794	— 163,152	26.7
Lethbridge	573,043	— 157,467	21.5
N. Westminster	432,531	+ 89,536	26.3
Medicine Hat.	345,353	— 151,708	30.9
Prince Albert.	325,483	+ 74,877	29.9
Total, West ..$	58,186,789	—$16,847,267	22.4
Grd. Total ...$	245,760,530	+$18,247,971	8.0
Yr. to date ..$	2,871,752,979	+ 378,402,066	15.1

FRANC AND STERLING EXCHANGES BREAK

Governments Remove Support and Rates on Both Fall Sharply

After a period, during which the foreign exchange situation was rendered featureless by the adoption of artificial means of maintaining rates, the market came to life again this week following the removal of restrictions on franc and sterling exchange. The movement began with a break in francs at the week-end. All last week rates had been softening. On Saturday cheques opened at 5.50½ and cable at 5.49½. On Monday the opening quotations were 5.71 and 5.70 and on Tuesday 5.74 and 5.73. On Wednesday there was a recovery to 5.73 and 5.71, and on Thursday a further advance to 5.68 and 5.67.

Sterling exchange remained stable until Thursday, when there was a sudden break in the afternoon, carrying the quotation on cables down to 4.71. Yesterday the rate dropped still lower to 4.69, while there was no quotation on demand. The situation is somewhat of a mystery and no official explanation has been issued, though it is assumed that the British Governmen has decided that the time has come for placing exchange back on the old basis of supply and demand.

The market for New York funds has been affected somewhat and the rate has advanced. The following has been the course of the market:

March 14—2 per cent. to the buyer, closing 2 per cent. to seller.

March 15—2 1-32 to the buyer.

March 17—Opened 2 1-32; sold in Montreal 2 1-16 to the buyer; closed 2 1-32 to the buyer.

March 18—Opened 2 1-32 to the seller; then 2 1-32 to the buyer; closed 2 1-64 asked.

March 19—Opened 2 to the buyer; then 1 31-32 to the seller; closed 2 to the seller.

March 20—Open 2 to the seller; rose to 2 1-16 to the buyer in Montreal and to 2 1-32 to the seller in Toronto.

March 21—Open 2 1-16 to the buyer and rose to 2 3-32 to the buyer.

UNION

The anouncement is made from the head office of the Union Bank, Winnipeg, that an advisory committee for the Province of British Columbia has been appointed. W. H. Malkin, of Vancouver, a director of the bank, will act as chairman, and those associated with him are George Kidd, Vancouver, general manager of the British Columbia Electric Railway Company, and W. J. B. Wilson, of Vancouver, who is director of P. Burns & Company. The bank will be represented by branch offices in British Columbia, and the work of the new advisory committee will undoubtedly be of great assistance in the future development of the business of the bank in the Pacific coast province.

NOVA SCOTIA

G. L. McGray, of the Bank of Nova at Canning, has been transferred to the branch of the bank at Freeport, N.S., which was recently opened.

ROYAL

W. H. Monk, secretary-treasurer, of the Burrow, Stewart & Milne Co.., Hamilton, Ont., manufacturers of stoves and furnaces, will leave about the middle of April to take the position of assistant manager of the Royal Bank at Hamilton. Prior to coming to Hamilton three years ago Mr. Monk was manager of the Royal Bank at Port Arthur, Ont. His duties as secretary-treasurer of the Burrow, Stewart & Milne Co. will be taken over by G. R. Stewart, vice-president.

MERCHANTS

Mr. Lockheed has been appointed manager of the Clarkson branch of the Merchants Bank.

Mr. McBain, formerly manager of the Merchants Bank at Clarkson, has been appointed manager of the branch at Desbarats, Ont.

MONTREAL

E. J. Tampkins, teller in the Cornwall branch of the Bank of Montreal, has been transferred to the head office of the bank at Montreal.

Mr. Donahue, of the Tweed, Ont., branch of the bank will succeed Mr. Tompkins at Cornwall.

The Bank of Montreal has opened branches at Killam, Alta., and Lougheed, Alta. A sub-agency to the St. Mary's branch will be opened at Lakeside, Ont., on or about the 27th inst. Service will be given at the sub-agency three days a week, Tuesdays, Thursdays and Saturdays.

BANK OF ENGLAND

London, March 20.—The weekly statement of the Bank of England shows the following changes:—

Total reserve, increase	£ 181,000
Circulations, increase	798,000
Bullion, increase	679,656
Other securities, decrease	2,739,000
Public deposits, increase	2,857,000
Other deposits, decrease	4,040,000
Notes reserve, increase	118,000
Govt. securities, increase	1,379,000

The proportion of the bank's reserve to liability this week is 19.90 per cent. Last week it was 19.61 per cent.

Rate of discount, 5 per cent.

ROYAL EXPANDING IN SOUTH AMERICA

The Number of Branches Will Shortly Be Increased to Total of Ten

The Royal Bank will establish itself in a new zone in South America next month when a party of officials will leave to open up branches in Rio de Janeiro, Brazil; Montevideo, in Uruguay, and in Buenos Aires, Argentine. These additions to the list of branches of the bank will make the total in South America ten, counting in seven already established, four in Venezuela, and three in British Guiana. The two former groups fitted in closely with the Trinidad and West Indies groups; the new territory is far afield, but each centre is regarded as a strategic point as the capitals of three of the leading South American countries. The party that will sail from New York on April 12 will include: F. T. Walker, senior agent of the Royal Bank of Canada, New York; T. F. Dever, late manager of the bank's branch in Barcelona, Spain; G. V. Long, late manager of San Jose, Costa Rica branch; Charles O. Hodgkins, late manager of Port of Spain, Trinidad, branch; also W. C. Lowry and A. R. Gordon, of the head office staff. All of these with the exception of Mr. Walker will be connected with the new branches to be opened.

CHILDREN ARE SAVING

Penny Bank Figures Show Great Expansion in Deposits

It is significant that deposits by the school children of Canada in the Penny Bank are showing no sign of contraction. Instead, they are expanding at a remarkable rate. The following figures show the total of deposits of the pupils of schools in fifty centres for the months of January and February:

	January	February
1917	$32,793	$32,494
1918	36,918	33,645
1919	46,964	44,558

The average deposit per child for the two months was 42 cents, the highest rate being shown by New Toronto with 86 cents. The figures presented are certainly a refutation of the contention that there is any great amount of unemployment throughout the country, since the children's savings would reflect this condition very quickly.

ROYAL BANK NOW OWNS MERCHANTS NATIONAL OF N.Y.

The Stock Interest of Louis Kaufman Has Recently Been Secured

$2,860,000 FOR 1 SHARE

Reported That Price For Control Ran High — Royal Has Now a Strong Position in American Financial World

By Special Representative

NEW YORK.—By the acquisition of further stock holdings the syndicate representing the Royal Bank of Canada may now be regarded as the wholly dominant factor in the Merchants National Bank of the city of New York; a situation unique in American banking. No other Canadian banking institution is known to own and control a bank in this country, that is an essentially domestic institution.

The latest chapter in the Royal Bank's acquisition of the Merchants National Bank has just been written. It became known this week that the stock interest which Louis Kaufman, president of the Chatham and Phoenix National Bank, held in the Merchants National Bank had been taken over by the Royal Bank of Canada and Aldred & Co., and that most of this stock, understood to be in the neighborhood of 15,000 shares has been distributed among a number of individuals and firms.

Mr. Kaufman purchased his stock which had a value approximating $760,000 in 1916, at a time when a contest for control was waging. In that contest it was said the Royal Bank of Canada and others associated with the Canadian institution secured stock which, in June, 1917, led to the Royal Bank winning control. The statement was made at that time that the Royal Bank paid $2,860,000 for one share more than one-half of the capital stock of the New York bank.

Remains American

Despite its purchase by the Royal Bank the Merchants National Bank remains an American institution. The Canadians simply bought the majority of the stock. The new ownership represents the further development of that community of action and interest built up between the United States and Canada. True it is, of course, that the penetration of new capital has been mainly in the direction of American interest in Canada. That is why this transaction is of outstanding moment.

At the time of the Royal Bank's purchase of stock control, Raymond E. Jones, then New York agent for the Canadian bank, went to the Merchants National as vice-president representative of the new owners. In January he was elevated to the presidency, succeeding Senator Burton, who became chairman of the board. J. E. Aldred, widely known for his Shawinigan connection in Canada became a director of the Merchants National in June, 1917, and is now chairman of the executive committee.

A New Era of Progress

A meeting of the shareholders of the institution has been called for March 31, when three new directors, to fill vacancies, are to be appointed and it is presumed that these men will be of Canadian connection.

At this meeting too, it is planned to increase the capital from $2,000,000 to $3,000,000. The new stock, according to present plans, will be offered to the stockholders who will be given the right to subscribe to 50 per cent. of their present holdings. It is proposed to change the par value of the stock from $50 per share to $100 per share. When the new stock becomes fully paid the institution will have a capital of $3,000,000 and a surplus approximating $2,600,000.

Strengthening Its Position

Under the regime of Mr. Jones, the Merchants National Bank has been making substantial and rapid progress. The March, 1918, figures showed deposits of $22,187,000 but by September 1918, the deposits had increased to $23,797,000. Loans and discounts increased from $17,638,000 in March last to $25,236,000 in September and in addition at the latter date the Bank showed acceptances of $5,0027,000.

By the acquisition of the Merchants National, the Royal Bank of Canada has notably strengthened its banking and commercial position in this country. No Canadian or other foreign banking corporation establishing in New York may accept domestic deposits. The Merchants National however, being an outright American Bank with New York incorporation, is entitled to accept deposits and thus becomes the medium through which domestic savings of the public may be built up.

Revivifying Process

It is not altogether a secret that the Merchants National was in need of a little "pep" when the Canadian syndicate took over affairs, and the six months' figures, between March and September last, offer the evidence that the bank has entered upon a new era of progress under the Canadian banking direction. The Merchants National is an historic structure. Founded in 1803 the bank was originally organized in the first administration of Thomas Jefferson, when Albert Gallatin was Secretary of the Treasury. It was suspected that the Government at Washington then favored the organization of a new bank in New York. The first bank to be established in New York, the Bank of New York, was Alexander Hamilton's bank. To offset the influence that Hamilton and his friends possessed, Aaron Burr, by a clever bit of legislative strategy was able to organize the Bank of Manhattan company. The Hamilton bank was federalistic, the Burr bank was democratic. Business men in New York when another bank should be estab- believed that the time had arrived lished, a bank which would be free from the political bias which distinguished the two older institutions. They, therefore, with some difficulty obtained a charter and when organized the Merchants National bank was the third of the banks in New York to be established. That this historic bank should have come under the control of Canadian interests is a most notable departure that tends to quicken rather unusual interest in Canadian banking circles.

We Will Buy

Up to $50,000 of each of the following issues of Canadian 5½%

Victory Bonds

and will pay up to and including March 24th for every $100 the net amounts stated below. This includes interest and is free from brokerage commissions and charges.

Due		Price
1922	-	$102.07
1923	-	102.52
1927	-	104.20
1933	-	106.65
1937	-	107.45

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NEWS AND VIEWS FOR MANAGERS

AN ADVERTISING CAMPAIGN BY THE C.B.A. ADVOCATED

Manager Believes Masses Should Be Told of Banking Service

CHARGING CUSTOMERS

Argument Advanced That Too Often People Are Allowed to Think That Bank Does Not Need to Make Money

Discussion by bank managers of the subject of the recent article: "Why are Banks so Unpopular With the Public?" continues to draw practical and interesting suggestions from the men on the ground as to how this unfortunate feeling towards the all important financial institutions may be overcome.

Perhaps the most important idea advanced in the following contributions is that the Canadian Bankers Association should inaugurate an educational advertising campaign to explain banking service to the people.

Another constructive suggestion is that managers should explain service to their customers—and what is more that they should then charge on a reasonable basis for such service.

Other points may include:

Banking is a business—not a profession.

The depositor is entitled to protection.

Managers should know customers' business.

These first hand contributions to such an important discussion are of interest and value to the banking fraternity. Further views and opinions will be welcomed.—J.W.T.

The article in THE FINANCIAL POST headed, "Why are Banks so Unpopular With the Public?" is timely. One of the answers is non-acquaintance, which conveys a different shade of meaning than ignorance.

Banks and bankers have been unwavering worshippers at the shrine of secrecy for so long that it is difficult to impress upon them the recognized advantages of publicity. The reason that "the smaller bank customers are often tremendously ignorant of the bank and its functions," to quote from J. W. T.'s article, is that no properly organized effort on the part of the banks has been made to educate the masses. Pioneer work has been done by some managers of broader vision which may be likened to "A voice crying in the wilderness." The onus lies on the banks themselves through their organization, The Canadian Bankers' Association, whose name conveys to many only the idea of a money trust.

If the C. B. A. wishes to acquire the intelligent friendliness of the public, let it educate the people through the medium of the press—not the financial press alone, whose circulation is perforce limited—in the fundamental principles of banking and the restrictions placed on the banks by Government legislation. A series of such articles as I have in mind, couched in simple language, would help very materially to clear up many erroneous ideas of a bank's privileges and duties now extant and remove that feeling of apprehension of the unknown, at present current among the uninitiated, of the aforesaid association.—J. W. F.

I have been moved to contribute this article as to why banks are generally regarded as unpopular institutions by the general public:

The first reason seems to me to be the fact that the business workings of the banks are very little understood by the public generally, and that they—(the public)—seem to be under the impression that banks make money in a mysterious manner, which is entirely unknown to other institutions of human beings. The reason for this is possibly due to the fact that very many managers—(chiefly in time past)—held themselves aloof from their customers and it was regarded as correct that when you came into the presence of the bank manager, you must do so hat in hand. Banking was regarded as a profession entirely, and not as a business or perhaps a business and profession combined.

This mysterious source of profits has, to a great degree, in latter years especially, been aided by the fact that many branch managers have, under pressure of competition, been offering the bank's services to the public at a direct loss to the bank, such as throwing off exchange on out of town cheques, crossing customers' cheques negotiable at par at out of town points, without charge to the customer and sundry other services, which are a part of the bank's services to the community and for which the Bank must pay its clerks, managers, etc. This transfer of money in shape of credit all uses banking machinery and should bear the overhead charges of such machinery.

Charging For Service

Now, if instead of the manager listening to the importunities of his customer and giving away to him these services free, he would take such customer into his office and spend a half hour if necessary in explaining why these charges must be made in order that banks may keep in business, he would find that in nine times out of ten the customers will have a higher regard for the bank and the manager, and that his customer will be a better friend in future. Instead of leaving the impression in the customer's mind that banks make money in a mysterious manner, the customer will appreciate how much the banks do for the people for a very small charge. Banks should emphasize their service to the public and try to improve it rather than to cheapen the already very poorly paid service. I must confess with shame that there are too many incompetent branch managers throughout the country whose only aim seems to be "Do business even if you do not make sufficient profits to pay for your office expenses." These men would not be tolerated as managers of any other business proposition for a month.

Safety First Consultation

Another source of unpopularity is the fact that the public of our country fail to recognize that banks must safeguard the interest of their depositors as well as grant credit t legitimate borrowers. That by reason of accepting money on deposit repayable on demand they cannot tie up this money in long term loans.

We hear a lot about the fact that farmers cannot get necessary accommodation at the banks. Personally, I have been in farming communities all my life and have never yet had any occasion to turn down a legitimate farm loan. By this I mean a loan to a good farmer for a period of time within which he could market his produce to repay the loans. I have very often been asked to grant loans which by reason of their length were impossible to handle, but I never sent the applicant away without explaining to him why such accommodation could not be granted, and I must say that 90 per cent. of these people went away perfectly satisfied. If managers would take their customers more into their confidence in this respect, there would be a better feeling created between the public and the banks.

Learn Customers' Business

Again I believe, like the writer of the article appearing in your issue of the 8th March, that the bank manager should get in close touch with all classes in the community which his branch serves—not that he get too friendly with one or more of his customers, but that he seek to acquaint himself with conditions and problems peculiar to the community. If he is in a country town where his business is with farmers, he should acquaint himself with their problems and be prepared to talk to them intelligently with regard to farming and business problems in farming. If he is in a manufacturing town, he should likewise seek to acquaint himself with problems of the manufacturer, workmen, etc., in fact keep himself abreast of the times.

Finally, and to sum up all, have it a rule in his office that politeness pays the largest dividends on the smallest investment, and that good service well paid for wins more friends than poor and indifferent service free of charge.—A. G. M.

MR. LEEDY AND BANKING

Several references have been made in this department to the efforts of J. H. Leedy to swing the Edmonton convention of the United Farmers of Alberta in favor of the American banking system as against the Canadian branch banks. His efforts and his views evidently find anything but favor with the writer of the following communication:

Re J. H. Leedy.

Editor, THE FINANCIAL POST.

Sir,—We can imagine the swelling of McLeedy's head, also the expansion of his manly chest, when he spoke of his most important discovery at the U.F.A. Convention in Edmonton. (England's methods of finance, as well as other things are obsolete.) We would like to call his attention to the closing of 14 banks in Minnesota. If Mr. Leedy would take a trip to China he would be able to ascertain that the bank failures there during the last 100 years have been nil. The penalty of such a catastrophe is death. They applied the same penalty to dealers in opium, when they decided to rid the country of that curse. The first man who received his death warrant was a Government official who relied on his position to be immune from the penalty.

Yours faithfully,
AN ENGLISHMAN.

Talbot, Alta., March 18th.

WEST HAS LITTLE ROOM TO "KICK" ABOUT THE BANKS

"Democritus" Tells Farmers Some Trite and Homely Truths

THE BRANCH SYSTEMS

Some of the Benefits to the Prairie Residents — This is a Good Time For Discussion of Banking Topics

"It seems that bankers everywhere are not coming to the assistance of the worthy borrower with a sufficient degree of abandon. There is too much business formality and not enough human consideration for the particular claim of the respectful and worthy suitor for a needful loan," remarks "Democritus" in the Home Bank Monthly in the course of an article on "The Banks and the Borrowers," in which he refers to the Western allegations of discrimination against the farmers because those who are at the head of banking in Canada "wouldn't know grain growing if they saw it and would find it difficult to differentiate between a steer and a milk cow," and to which is appended quotations from the article appearing on this page of the issue of February 1st, which asked "Why are Banks so Unpopular with the Public?"

"Democritus" goes right out to defend the banker from the insinuation that he might confuse the gender of the different members of the bovine household. He says:

"This humorous sally at the expense of the dignified body incorporate of Eastern bankers has no doubt been enjoyed by many readers, but it is scarcely the process of deduction, or form of logic, that will invite attention to a subject deserving of earnest consideration. It is a statement that can only be replied to in kind and we shall, therefore, declare, with equal authority and emphasis, that an elemental knowledge of farming is possessed by all thorough-going Canadians of every walk in life, and that the alleged Canadian who could grow up to mature years, knowing so little of this subject that he could not distinguish sorts and kinds in grains and livestock must have been brought up in a boat and raised on a diet of cocoanut milk and fish.

"We are all farmers or near farmers in Canada—bankers included. We all know something about farming because we all live off a farm if we do not live on a farm."

The West and the Bank Act

The further Western challenge that: "At its inception the Bank Act was designed to deal with Eastern commercial and industrial conditions" and "that the West was not taken into consideration at all," is also accepted by "Democritus" who points out that the Bank Act is not an adamantine code dedicated to the perpetuation of class privileges but a plastic measure subject to constant amendment and must as a matter of routine be brought up for general overhauling and revision every ten years. Also he takes issue on the point as to service to the West and asks: "Whose faith in the West has been the most abiding?"

"Where was the genus Westerner in 1867, when the early Confederated Provinces of Ontario, Quebec, Nova Scotia, and New Brunswick undertook to purchase the North-West Territories from the Hudson's Bay Company? Were there any roadways or guide-posts to point the way for Sanford Fleming across the West in 1871 when he mapped the route for the line of the proposed Canadian Pacific Railway? And where were the resources of the West when the Dominion Government, in 1882, needed more funds to carry the Canadian Pacific line onwards to the West from Winnipeg?

"It was mainly Eastern bankers and capitalists that financed the opening up of the West, and it was largely the savings of the people in the older provinces that supplied the funds for the development of individual agricultural and business enterprise in the West after the general movement towards settlement began with the completion of the Canadian Pacific in 1885. If our financial system has failed to supply the West with all the money that was needed all the time, it at least supplied some of the money some of the time and the charge that this same financial system is "entirely alien" to the requirements of the West makes an overstatement with regard to the extent of the possible deficiency. It may have been insufficient at times, but it was never totally inadequate, nor was it ever "alien" in any sense of the term.

The development of the Canadian branch bank system until "there is a branch at every discernible point of vantage throughout the Western Provinces is referred to as indicating the efforts of the banks to serve the West and the complaint that branch managers have limited power in making loans is dealt with as follows:

"The reason for this curtailment is explained by a very simple calculation in arithmetic. Take a chartered bank having a paid-up capital of five million dollars, operating one hundred branches under the direction of one hundred local managers, acting independently of each other in the best interests of their customers and the institution they represent. If each manager should lend out one thousand dollars each week for one year, towards the end of the year the bank would find its entire capital converted from a reliable and ready form of asset into a quantity of bills receivable from a grateful clientele of varying degrees of financial responsibility, each note being accordingly an instrument of more or less uncertainty as to its immediate realizable value. Of course this situation would be impossible unless all the loans were made for an equal term of one year."

A Time for Discussion

A number of other points are dealt with by "Democritus" in a direct and forceful way and he concludes by pointing out that the fullest discussion of the Canada Bank Act is now in order, it being before the country for decennial revision; further Canada's participation in the war has introduced new problems in finance that affect the banks no less than the borrowing and investing community. Intelligent discussion is now wanted "to avoid wasteful and disconcerting experiments; but a profitable discussion will not be invited through hasty criticisms, inaccurate deductions and clever, but ill-considered attempts to throw ridicule on the subject."—J.W.T.

HAMILTON BANK AIDED BUSINESS AND GOVERNMENT

Current and National Loans a Feature of Annual Report

BEST YEAR ON RECORD

Profits Showed Continued Expansion and Assets Were $11,000,000 Larger—Reserves Strengthened

THE FINANCIAL POST'S forecast of the best report in the history of the institution is borne out by the statement of the Bank of Hamilton for the year ending February 28th which is just to hand. Not only was a continued increase in profits indicated, but results have been so satisfactory that $100,000 has been added to income from the account for over appropriations, while total assets show an expansion of nearly $11,000,000.

The profits of $571,226 compared with $598,522 in the previous fifteen months, and income was increased by $100,000 from appropriations, the balance of $232,421, making a total of $903,647 for distribution. Dividends took $360,000 and war taxes, pensions and patriotic funds, a total of $85,437, after which $200,000 was added to reserve and $173,096 transferred to the premises account. Following are comparative figures:

	1918 12 mos.	1917 15 mos.
Bal. forward	$232,421	$209,556
Profits	571,226	598,522
*Over appro.	100,000	......
	$903,647	$808,078
Dividends	$360,000	$450,000
Pension	37,287	22,107
Patriotic	18,150	16,050
War tax cir.	30,000	37,500
Premises	173,096	50,000
Reserves	200,000	......
Balance	$ 85,114	$232,421

*Recovered from over-appropriations.

The balance sheet reveals that deposits added $11,000,000 to the bank's funds and total assets are increased by close to this amount. The manner in which these funds were largely used is indicated by an increase of $4,585,000 in current loans and a new item of $5,918,000 in Government wheat loans on demand.

Expansion of credits has, according

Continued on page 16.

BANK MANAGERS

This Book will be Helpful to You

When a farmer needs information and advice, it is frequently from his banker that he seeks it.

A Bank Manager can scarcely hope to possess himself of enough knowledge to be able to answer every question his farmer clients ask him. But by maintaining a supply of good text books, he is in a position to look up the desired information, and add his own advice.

We publish a book that should find a place in the office of every Bank Manager. It is entitled, "What the Farmer can do with Concrete." Answering every question a farmer is likely to ask about Concrete construction, this book is the one for you to turn to whenever a farmer seeks light on the subject of farm improvements.

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TORONTO, MARCH 22, 1919

THE VOTE AT HAMILTON

THE outcome of the vote on the Hydro Radials project at Hamilton was not a matter for surprise to those who understand the wizardry of Sir Adam Beck's campaign tactics and appreciate how the private companies have sown the wind which is reaping the whirlwind of public disapproval. Bad as have been the tactics of Canadian manufacturers in dealing with the Western farmer, they have not equalled those of the private electric interests towards the public they serve. If there was one factor more than another in the Hydro victory at Hamilton, it was the action of the Hamilton Railway Company when it cut off its service to Burlington.

Beck won in Hamilton against every intelligent force by an appeal to public opinion. No one knows better than he how to burnish the idol of public ownership. And burnish it he did, until Mr. Average Citizen could see nothing else. Facts and figures—the cold actualities of the case—received scant attention.

Vague generalities handled cleverly by a pastmaster of mob psychology sufficed to turn all arguments without squarely meeting them. The public soreness against the tramway's interests on account of the Burlington affair was deftly aggravated, while the clumsy attacks against the "electric knight" were met with a martyr-like resignation which served to win sympathy and votes for the Hydro cause.

But now that the people have spoken, and this being a democratic country where majority rules, the argument might be advanced that they have a right to do as they like with their own money—that they must pay eventually for their own recklessness. However, there are two points which should be established:

In Hamilton, the people who voted for the by-law are not the large property owners and ratepayers who will have to shoulder the financial responsibility.

The people who will use the system will be only a small portion of those who as general taxpayers of the Province will have to make up the deficits just as they have done in past years as indicated by the Clarkson report.

THE NEW TRUSTEE ACT

THE creation of a Public Trustee of the Province of Ontario to guard the administration of the affairs of those who may be inmates of hospitals for the insane or other public institutions, as provided by the bill which has been brought down at the present session of the Legislature, is a business-like proceeding which has much to commend it. However, in pursuing all the clauses of the measure one is given cause to wonder as to whether the law-makers consider that all citizens are wards of the Government—or expected to become such—so broad are the powers suggested for the new official.

Section ten of the Act as brought down provides that the public trustee may "act as executor or administrator in the same manner and with the same rights, powers, duties and liabilities as an executor or administrator in other cases, but it shall not be necessary for the public trustee to give security. . . ."; while action eleven provides that he may be appointed trustee "of any will or settlement or other instrument creating a trust or duty. . . either as an original or new trustee, in the same manner and by the same person or court AS IF HE WERE A PRIVATE TRUSTEE with this addition. . . that the public trustee may be appointed sole trustee."

These clauses appear to be subject to the interpretation that the public trustee may carry on his activities to an extent only limited by his ambitions. Is this what is intended? Does the Province propose to set up in the trustee business on a big scale? This course would be dangerous. The trust companies require highly efficient administration by trained experts and experience has taught that it is not to be looked for in public institutions. Besides the Canadian trust institutions have a record for service and stability in which there is no argument for Government interference or competition—especially if the public trustee is not required "to give security."

UNEMPLOYMENT AND BOLSHEVISM

TORONTO'S demonstration of the unemployed was very much a fizzle if it was the intention of those who engineered it to give the impression that the city was menaced by the fire-eating Bolsheviki. A crowd of fifteen hundred, and about half of them foreigners, did not indicate that labor conditions were far out of normal. At the same time the significance of the event and of the views expressed by the representatives of labor should not be neglected.

If there is any danger of social disturbances in this country, it lies in the direction of unemployment. Bolshevism, when interpreted to our own language, means a discontent which takes a form of violent activity against established society and established institutions.

It is of the highest importance therefore, to-day, that our home industries should continue in active operation so as to provide employment. Anything that will tend to interfere with that activity and to increase unemployment is helping to create conditions which breed Bolshevism.

Whether it is undue meddling with the tariff, whether it is failure to assist in the development and financing of export trade, or whether it is discrimination against home products for the imported article, anything which will seriously interfere with the output of Canada's industrial plants is likely to have far-reaching effects.

At the same time manufacturers should not expect to win the patronage of the Canadian public by such arguments alone. The farmer should be approached in an intelligent way with regard to the tariff and the need for protection for our industries, while the consumer should be asked to buy Canadian products, not simply because they are made in Canada, but because they are made in Canada and are as good or better value as the imported article.

DIVIDENDS OR THE WORK

CHANCELLOR McCrimmon, of McMaster University, speaking at a recent convention, is reported as stating that it is impossible to look for the fullest development when the ladies are taken up almost entirely with five o'clock teas and when the men think only of dividends.

This, like so many other utterances of Chancellor McCrimmon, is worthy of thought, yet THE FINANCIAL POST doubts if men—big men—are as totally taken up with dividends as this reported remark would indicate Chancellor McCrimmon thinks. It is dividends or work which has the men's whole-hearted interest? The one aim may be sordid, the other noble.

Dividends have value. They are doubtless constantly in view, yet they are prized very often because they are the yard stick by which men measure achievement.

There are, we know, many cases where the dividend is the big thing in mind, but we believe that in a much greater number of cases the work is the thing. It is the work which calls out the man's full energy. It is in advancing the work that he is most interested.

NO SIX-HOUR DAY FOR BRAINS

LABOR, wrapt up with itself as unfortunately are other classes to far too great an extent, thinks of capital as the octopus which sucks its blood. Labor thinks of management hardly at all, yet management is the factor which—under proper conditions—gives life to both capital and labor. Management and capital may be one, but where they are one, there capital is also, in reality, labor.

Unions are urging a six-hour day. Henry Ford is said to be granting a six-hour day. The workers in those plants, therefore, will toil for six hard hours—then eighteen golden hours they will have to themselves.

Not so the Ford executives—the management. Those men, be their office hours what they may, will be, as in the past, twenty-four hour men. Time for food, recreation and sleeping they will, of course, take; yet the food will often be taken while the business is being discussed, sleep will frequently be in a Pullman, which is hurrying the sleeper to a business appointment; the recreation will largely be with friends with whom ideas may be exchanged from whom the valuable fresh start on the business problem may be secured.

The management—the brain workers—neither seek nor know any six-hour day. An understanding of their constant study and work would be illuminating to the labor men. It would lead these to realize how uneasy lies the head that is the head of some big work.

EDITORIAL NOTES

SOME so-called thinkers have evidently adopted the six-hour day and are, unfortunately, doing their speaking in their ample off time.

* * *

A DEMAND is being made on behalf of the farmers that the Provincial Government investigate the cost of pork. Might we suggest that perhaps the price of hogs is a factor.

* * *

THE Toronto *Telegram* says that the Hamilton referendum was a vote of want of confidence in the local newspapers which "undertook to lead and guide." No one would ever cause the *Telegram* of endeavoring to lead or guide. Its "grasshopper" editor tries to be about four jumps ahead of public opinion no matter which way it is heading—and that takes some jumping.

* * *

UNDER private management, the telephone in New York was efficient and trustworthy, say the New York *World*; in the hands of the Post Office Department it has become in many cases an exasperating nuisance. Judging public operation by its own performances for six months past, it is a failure, and furthermore it furnishes the worst possible recommendation for Postmaster General Burleson's grand scheme of public ownership.

* * *

SPEAKING before the Single Tax Association, J. W. Bengough, cartoonist and lecturer, took the same view as the farmers. He said there was no conflict between labor and capital, as these two were partners. There was some conflict between some capitalists and some laborers, but the real fight was that between labor-capital and the monopolists. Capital and monopoly were two different things.

* * *

HON. WILLIAM JOHN HANNA, K.C., the capable, energetic, and withal very human, executive head of the Imperial Oil Company, whose sudden death on Thursday came as a great shock, not only to the business and financial community of the country, but to the citizens of Ontario and of all Canada who had long known him as a prominent public figure, was an outstanding example of the modern captain of industry who combined with great administrative ability that sympathetic knowledge of human nature which means so much in the upbuilding of the modern business organization. It is in such men as Mr. Hanna that we must largely place our faith in solving the great social problems in the relation of capital, labor and the public and his loss is particularly unfortunate at this time.

ONE YEAR'S RESULTS OF GOVERNMENT CONTROL

Serious Losses in 1918 Despite the Increase in Rates—Outlook Is Very Unsettled Regarding 1919 Operations

NEW YORK.—The Interstate Commerce Commission's final report of gross and net earnings of the railroads for the calendar year 1918 is a rather overwhelming affair—so much so that the periodicals which formerly attacked Government control with considerable heat seem content to present the Government's own figures, and their analysis, as the final unembellished argument in the discussion.

The compilations now on hand are comprehensive. They cover all the roads of the country obliged to file monthly returns of revenue, gross and net, with the Interstate Commerce Commission—that is, all the roads operating revenue amounts to $1,000,000 a year or over.

Total gross earnings of these roads reached $4,900,759,309 in 1918 — an increase over 1917 of $863,893,744, or 21.40 per cent. Operating expenses, on the other hand, were no less than $3,994,964,594, an increase of 40.35 per cent. over 1917. Net operating earnings were accordingly $905,794,715 in 1918, and showed, in comparison with the 1917 figures a decrease of $284,771,620 or 23.92 per cent.

What makes the situation more depressing, says the *Business Digest and Investment Weekly*, is the fact that the loss of the first six months, $275,205,583, was not made up for by any gains in the last six months. It was confidently supposed that the higher rates put in effect last June would offset a considerable portion of this loss. Instead, another nine and a half million has been added to the decrease. The *Chronicle*, after reviewing the abnormal conditions of the first half of the year which tremendously hampered railroad operation, thus summarizes the promising outlook at the opening of the second half, and the actual disappointing record now disclosed:

With June it was supposed that the country had definitely closed this very bad chapter in the country's history, and in the Government operation of the road. Thenceforward, the belief was, we were to enter upon a new and entirely different, that is a brighter era. That the result has disappointed expectations in that respect must be entirely ascribed to Government operation, for there were in the last six months no extraneous circumstances such as had existed during the first six months to augment operating expenses. But new wage increases, first by one class of employees and then for another, often without request from the employees themselves, were piled on top of one another with great rapidity, and by the end of the year it was estimated that the pay-roll of the railroads had been increased somewhere between $800,000,000 and $1,000,000,000 per year, with other increases stil under consideration and in contemplation, so that fears arose that still further advances in railroad rates might have to be made.

Owing to the great augmentation in expenses the ratio of expenses to gross earnings kept mounting in amazing fashion, rising uninterruptedly month by month. In July it still seemed about normal at 68.87 per cent., but August saw the ratio up to 71.41 per cent.; September to 76.08 per cent.; October to 77.92 per cent.; November to 82.94 per cent., while for December the ratio of expenses to earnings actually got very close to 90 per cent., being in exact figures 89.79 per cent. From the monthly totals it will be seen that while in the case of the gross there was a loss only in January (on account of the extreme weather conditions then prevailing) all the other months recording gains and of especially large magnitude during the last six months, the showing as to the net was the precise reverse of this, losses being registered in all the months except July, August and September.

It should be added that under the great rise in operating costs many railroads in December again failed to earn their bare running expenses just as they had the previous June. In fact this was true for the month of December in the case of no less than seventy-four roads (out of 194 reporting), while twelve roads more failed to earn running expenses plus taxes.

By way of comparison the *Chronicle* gives the following table of railroad earnings, back to 1907:

Year	Gross Year Given	Net Year Given	Net Increase or Decrease
1907	..2,287,501,605	660,753,545—	4,526,646
1908	..2,235,164,873	694,999,048—	53,371,196
1909	..2,605,003,302	901,726,065+	151,040,332
1910	..2,836,795,091	909,470,059+	8,996,848
1911	..2,805,084,723	883,626,478—	24,288,388
1912	..3,012,390,205	937,968,711+	60,350,833
1913	..3,162,451,434	907,022,312—	33,487,100
1914	..2,972,614,302	828,522,941—	75,925,113
1915	..3,166,214,616	1,040,304,301+	211,653,900
1916	..3,702,940,241	1,272,639,742+	236,623,427
1917	..4,138,433,260	1,215,110,554—	60,079,749
1918	..4,900,759,309	905,794,715—	284,771,620

Note.—The number of roads included was 152 in 1907, 164 in 1908, 814 in 1909, 796 in 1910, 774 in 1911, 458 in 1912, 462 in 1913, 476 in 1914, 481 in 1915, 483 in 1916, 486 in 1917, 194 in 1918.

"All expense items," says the *Economic World*, "showed marked increases."

Transportation expenses, in which most costs of running trains are included were $2,051,000,000, as compared with $1,534,000,000 the year before. Maintenance of equipment cost $1,108,000,000 as compared with $690,000,000, and maintenance of way and structures $653,000,000, as compared with $445,000,000.

And *Railway Age* concludes:

Nobody familiar with railway conditions in general can study the available statistics regarding earnings and expenses without being driven to the con clusion that regardless of the advances in wages Government operation has been more expensive than private operation would have been. What is even more pertinent . . . is that nobody can study the figures without being driven to the conclusion that with existing rates, prices and wages it will be difficult to either the Government or the railway companies to operate the railways and earn a reasonable net operating income in 1919.

Improvement Program

Although the railroad presidents who were summarily removed from office by Director-General McAdoo a year ago and hastily summoned by Director-General Hines to lift the Railroad Administration out of the lurch in which Congress left it have auspiciously begun the salvage operations, it by no means follows that the railroad improvement program for 1919 has a clear track. On the contrary, company executives who have already given their approval to this year's budgets for their respective lines have now been given an opportunity to revise their estimates of the work needed. It is the understanding among them, according to the *Wall Street Journal*, that, until the financial situation clears, the Federal operating officers will postpone new work and even suspend the prosecution of work already begun, where that is possible.

Railroad officers now have before them the concrete proposal that they accept the Railroad Administration's warrants for amounts somewhat in excess of their immediate interest and dividend requirements, upon which they can borrow in bank the amount of such requirements. The fact that a net balance of $381,000,000 was due the companies on compensation accrued up to December 31, 1918, has led to the assumption that warrants for that amount, and perhaps also for the compensation for the first quarter of 1919, which is due the last day of March, would be forthwith issued by the Railroad Administration. In railroad circles the understanding is that the Railroad Administration will limit the issuance of warrants against compensation to the pressing requirements of the respective companies.

Practically all of the companies will accept these warrants and borrow four months' money upon them. In addition, such of the companies as have good securities available will be expected either to sell them or to pledge them as collateral for loans. They have received informal but sufficiently definite assurances that the loans will be forthcoming.

PERSONAL

SIR EDMUND WALKER, President of the Canadian Bank of Commerce, left recently on a visit to Japan and will be absent some months.

GIDEON GRANT, K.C., who has been elected a director of the Standard Reliance Corporation to fill the vacancy caused by the death of E. F. B. Johnston, K.C., is a well-known and successful lawyer of Toronto, whose wide experience should be of valuable assistance to the directorate.

T. N. ANDERSON, formerly district manager of the Canadian business of the American Can Company, has been appointed general manager for Canada, with headquarters at Hamilton. The company feels that the Canadian business requires a personal head in direct contact with the trade, and Mr. Anderson was chosen as the one most competent, through his knowledge of conditions here to handle the business successfully.

E. N. TODD, general freight agent of the Canadian Pacific Railway Company at Montreal, has been appointed general foreign freight agent in charge of export and import traffic via Atlantic and Pacific seaboards, with office in Montreal. Mr. Todd after a course at Montreal Business College entered the service of the C.P.R., as junior clerk and stenographer in the foreign freight department at Montreal in 1896 at the age of 17. He rose in the department steadily and in 1905 was appointed assistant export and import freight agent at Toronto; export freight agent at Montreal from 1909 to 1911; division freight agent at Montreal the next four years; and then general freight agent at Montreal until his appointment to the higher office.

BRIGADIER-GENERAL SIR ALEX. BERTRAM upon the 4th of March completed half a century of service in the Canadian Militia. To look at him one would think this incredible, but "Whom the gods love die young, because they never grow old," as Stevenson said, and the General must have a host of friends on Olympus. In these days when we are consumed with admiration at the performances of those brilliant young officers of ours in our present day, we must not forget the good work of their forbears in the service, men who kept the militia alive for years and years during which it was scoffed at or neglected, but never appreciated.—"Military Gazette."

The General is also one of the oldest members of the Manufacturers' Association and was one of the first to grasp the great possibilities of Sir Sam Hughes' suggestion that we make shells in Canada.

A. E. BRAYNE, head office managing director and secretary of the British Columbia Land and Investment Agency, Limited, of London, England, and Victoria, British Columbia, has been a visitor to the province for the past two months, making an inspection of British Columbia investments of the company and of conditions in the province generally. Asked what was the attitude of the average British investor toward British Columbia, he stated that while British investors were friendly, he doubted the possibility of the flow of funds to Canada and the province as had occurred in the pre-war period. Taxation and the necessity for industrial reconstruction, together with the absolute lack of capital expenditure in Great Britain during the period of the war would preclude for a number of years further outside investments. The field for capital in Great Britain was enormous and despite the international attitude which British investors have always taken the necessity for rebuilding of industry and the development of commerce was such as to consume the available funds which the people of Great Britain could accumulate.

CURRENT OPINION

Under this heading are published, for the information of our readers, the views of leading newspapers and individuals.

Their reproduction does not imply their endorsement. On the contrary, the investigations of THE POST'S editors often lead to entirely different conclusions from those quoted below.

DISCRIMINATION AGAINST CANADA

Canadian Gazette

Are we an Empire or are we not? Some British departments still seem to be in the dark upon the subject. We think especially of the unfortunate position in which Canadian traders are placed by the present methods of the British import license authorities. Licenses are being granted on the basis of importation during the early stage of the war. Thus no licenses are obtainable for Canada in respect of such British needs as leather, wire nails, bottles, rubber tires and ferro silico, inasmuch as Canada's preoccupation in munition work precluded her trade in these and similar articles during the war period. She was making shells for the Allies while her rivals were making goods for export. Hence importation licenses are now being granted exclusively to the United States, Holland, and other neutral countries, Canada being penalized for her early patriotic war partnership. We cannot doubt that when British Ministers and Parliamentarians are fully acquainted with the facts there will be a change in this official discrimination against Canada in favor of those who held back or remained entirely outside the war.

HARRIS GOING HIGHER

Galt *Reporter*

And it pleases the Brantford "Expositor" to say: "The success achieved by Mr. Lloyd Harris in his post as head of the Canadian war mission at Washington—virtually Canadian Ambassador to the United States—has been followed by further success in his mission in England, where he is opening Canadian trade with war-smitten European countries. His efforts in bringing Canada to the front at the Lyons Fair, and in opening up the Balkans to Canadian manufacturers and exporters, have brought him to the fore, and the post of High Commissioner to Britain is now being wished upon him. To Brantfordites his achievements will not come as a surprise, nor further honors as unlooked-for recognition. This city has every reason to be proud of its native son." The Canadian War Mission at Washington was a very active and successful organization under the guidance of Mr. Harris, who brought his business instinct to bear on the almost hourly work of the Commission. The business touch of the Canadian High Commissioner's office in London is worth much more than the Social. Lloyd Harris can give it that.

CANADIAN PAPER IMPORTS

Canada

We see that the "Daily Express" is urging that Mr. Lloyd Harris, the head of the Canadian War Trade Mision, should use his persuasive powers upon Sir Albert Stanley to remove the embargo on paper imports from Canada. The method of paper control in the Mother Country during the war has been iniquitous. No attempt was made by the Controller to apportion justly the huge stocks in the country when restrictions were imposed, so the general public and the smaller newspapers were thrown to the wolves; and from the figures we have previously published in "Canada" it was obvious that there was gross profiteering by the manufacturers. In spite of their ill-gotten gains the trade have succeeded in capturing the ear of the Controller, and persuaded him to maintain a strict embargo on imports, but to give freely licenses for export on the ground that they must have their price protected in their home market, while they reach out for the over-sea trade which was lost during the war.

It is, we believe, a matter of fact that British mills are selling paper for export considerably cheaper than for home consumption, and to remedy this deliberate "hold up" consumers are demanding that they should be allowed to purchase their supplies in Canada. We certainly wish Mr. Lloyd Harris every success if he attempt to break the paper "ring," as it will benefit ourselves in company with other newspapers in this country who are not in the happy position of having an interest in paper mills, and it will also be an advantage to the Canadian paper trade.

Letters to the Editor.

Editor, THE FINANCIAL POST.

Sir,—In your issue of March 8th in referring to service-at-cost for Toronto street railway system, you were good enough to mention my name as having first mooted the system for Canadian street railways.

It is but justice to Hon. C. P. Beaubien to say that the Senator has the distinction of making this form of street railway service a special study, and that I have been only a pupil, and, I hope, of some small assistance in getting his views, and the system generally, before the Canadian public.

I am very sure if Toronto Board of Trade, or some responsible body were to invite Senator Beaubien to address them on this topic, they would be as firmly convinced as I am, of the absolute fairness to the public, the employees, and also to those with their money invested in the enterprise, of service-at-cost as applied to public utilities.

Very truly yours,
HERMAN H. PITTS.

Ottawa, March 17th.

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Suggestions
On Request

INVESTORS' INQUIRIES

Information under this head is given in answer to direct requests from investors who are readers of THE FINANCIAL POST. Many questions respecting securities are answered by mail direct. We would remind correspondents that it is now necessary to enclose 3 cents in postage stamps to cover postage on answers direct.

SCHUMACHER

Inquirer, Gravenhurst. — "Would you kindly give me some information about Schumacher Mines? Are they operating at present? What are the prospects before this company?"

The Schumacher mine has been closed down since last summer. It is proposed to re-open it as soon as labor becomes more plentiful and the cost of supplies comes down. The former mine manager, T. J. Harwood, has been re-engaged and a staff of men to start preliminary work have been spoken for. The first step will be de-wate ing which will take about three weeks. Then it is proposed to drop the main shaft from the 600 to the 800 foot level. The mill will not be started until a good deal of ore has been broken down. If developments are favorable the mill will be enlarged from 180 to 300-ton daily capacity, which can be done at comparatively small cost. This will reduce the overhead correspondingly. While the Schumacher, by reason of its proximity to the Hollinger and McIntyre, is very promisingly located, a great deal will depend on development at depth. Indications are that the ore exists but it has yet to be proved. In the meantime the fact remains that the company has received tempting offers to sell out which goes to show that the property is well regarded by mining men.

HOME BANK

H. L. D., Truro.—"Would like to know your opinion about the Home Bank. Would you consider it a good investment at the present time?"

While the Home Bank is one of Canada's smaller chartered institutions and while the tendency in recent years has been to consolidation of interests in order to extend the field of activities on as broad a basis as possible it is generally regarded as a healthy institution with capable management. Late quotations are 75 bid and 78 ask and these values must be considered in relation to the fact that only a 5 per cent. dividend is paid, the return at this figure being 6.66 per cent. on the investment. At this price the stock is one of the highest yielding on the Canadian bank list. On this basis therefore it is a most attractive investment with very good security, although investors may generally take it for granted that in increasing the yield the margin of safety is correspondingly reduced. All things considered we would consider that at 75 Home Bank is a good buy.

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The outlook for commodities, wages, Bond prices, reconstruction business and pulp and paper securities is discussed in the current edition of "Investment Items." It also analyzes earnings and financial positions of several Canadian Corporations and gives market quotations for Bonds.
"Investment Items" is part of the service which our Statistical Department renders without obligation. Write now for your copy.
Royal Securities
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PORT ARTHUR COPPER

F. W. O., Fort William.—"Would you please advise me your opinion of the Port Arthur Copper Co.'

This property, located west of Port Arthur, was never more than a prospect. Considerable money was spent on it in the way of plant and development but results proved so disappointing that it was decided to close down and the mine has been idle since last May. The stock has no value except perhaps a trifle may be realized from the sale of machinery.

DOMINION BRIDGE

Reader, Ottawa. — "Somtime ago a friend of mine bought 20 shares of Dominion Bridge common stock as an investment with money he saved on a small salary. He bought it at 130 and it is down to 115. Do you think this was a good investment and what chance has he of getting his money back in the near future?"

It is very difficult to size up the situation in regard to the present or immediate future prospects of the Dominion Bridge Co. As you know the dividend was dropped from 10 to 8 per cent. about a year ago and just at present there is nothing to indicate that the dividends will be returned to 10 per cent. Regular earnings of the company as shown in the last statement, apart from the special amount secured from the Quebec Bridge contract, which covered a number of years and cannot all be credited by any means to the year 1918, were not sufficient to warrant a 10 per cent. dividend, the statement justifying the action taken by the directors. A good deal of dissatisfaction is felt among the shareholders as to the relation the Dominion Bridge Company bears to its subsidiaries and to the handling of munitions orders through these subsidiaries instead of directly through the parent company. It must be remembered too that construction work is very uncertain for this year and the Dominion Bridge Company has little to fall back upon except marine engines and a few other lines, to make up for munition work or construction in time of peace, and in this way is in a different position from the Dominion Steel Corporation which changed over with little delay from shell steel to rails, or the Steel Company of Canada, which is going into a large variety of steel lines, such as was made before the war and continued to some extent during the war. The earning power of Dominion Bridge, as it is operated at present, is thus largely limited to its own particular line.

There is one point in connection with this company however which we think might influence you and that is one common to a good many others. A large amount of money is now available and the rate of interest is dropping. You have no doubt noticed the increased value of bonds and preferred stocks and a number of industrial common stocks as well. On the same theory if interest continues to go down the yield on Dominion Bridge even at 8 per cent. would be fairly attractive and the price may be looked to to advance to some extent. In this way your friend might within the next year get out of it without having a loss. Those in charge of the company promise no definite increases in business nor increase in dividends, but a general improvement in the market would, we think, improve price of Bridge stock.

REPORTS FOR EXCHANGE

Gorrie. — "When a company lists its stock on the exchange is it compelled to furnish monthly, quarterly or half-yearly earnings statements? How is it some companies publish their earnings and others do not? The C.P.R. used to publish earnings every week."

When a company lists its stock on the exchange it is expected to give full particulars regarding its position together with copies of annual statements, etc. Reports issued from time to time are also expected to be placed on record with the governors of the Exchange. Usually these are annual reports but sometimes they are issued half-yearly or quarterly and in a few cases monthly. There is no definite rule as to when or at what period reports shall be filed with the Exchange. THE FINANCIAL POST has long argued that big industrial and other corporations should issue reports much more frequently than is the case and that these should come to the attention of the public. The more information which a corporation gives the public the less suspicion of profiteering there is likely to be in the minds of the people. Public opinion is a big factor in relation to big business in these times and corporations will do well to remember this and cultivate the good will of the people.

CROW'S NEST COAL

W. K.—"Crow's Nest Coal paid no dividend in 1917 and 6 per cent. in 1918. Can you tell me if it is the intention of the directors to keep paying a regular quarterly dividend of 1½ per cent."

The Crow's Nest Coal Company paid dividends last year of 1½ per cent., per quarter for three-quarterly periods, June, September and December. This made 4½ per cent. in the calendar year. On the first of March of this year another dividend of 1½ per cent. was paid, continuing for a full year distribution at the rate of 6 per cent. per annum. It is really impossible to give any definite assurance as to whether the dividend will be continued at this rate indefinitely. Undoubtedly it will if the profits warrant such a course but there are factors for uncertainty in relation to earnings, and distribution must be so governed.

DOMINION PERMANENT

E. G. M., Sterling.—"Please advise as to the probability of getting value for Dominion Permanent Loan debentures due 1921 or 1922. Will they be paid at matured?"

The Dominion Permanent Loan debentures referred to, being technically only promissory notes, must rank with the common creditors of the company. What may be realized for these creditors is impossible to say at the present time. Everything depends, we are informed, upon what disposition may be made of the company's assets particularly the British Columbia railroad in which the company's funds were so heavily invested. These who have charge of the liquidation proceedings do not care to venture any opinion as to what they may be able to return debenture holders. They say it will undoubtedly be a year or so before the railroad property can be advantageously disposed of.

TO SECURE JUDGMENT

A. F. T.—"Twenty-two bondsmen hold a large judgment against a concern. This judgment is assigned to myself and two others in trust. We are bound to deal with this judgment as a majority of the twenty-two men shall from time to time direct. I have been wanting to execute this judgment, but I cannot get much support from the other men. They all want to hang on.

How can I force the execution of the judgment?

Can a majority of the trustees force the judgment?

Can I force the rest of the bondholders to buy out my share or settle with me?

What is the proper course of procedure and how can I get out to the best advantage?

If I go to a lawyer will I have my own fees to pay or will it come out of the company?

The questions you have asked in your communication of March 10th are somewhat beyond our province which is to give advice to investors. We believe that it is legal rather than financial information that you are seeking. We would, however, suggest the following course:

Make an application to the Court on motion setting out the facts.

Ask that a majority of the trustees be enabled to order execution of the judgment.

The Court will probably order that fees be deducted from the amount coming to the bondholders. Your solicitor could make this request.

TORONTO RAILWAY

L.J.G., Ontario.—"Hold a few shares of Toronto Railway. Would you advise me to sell now or are the prospects such as would warrant a better price later?"

The affairs of the Toronto Railway Co., are in a very unsettled and unsatisfactory condition. As you have probably noticed there is now talk of the individual being passed altogether on account of the further increases in cost of operation and the necessity for providing new rolling stock and improving other facilities. There have been many reassuring statements regarding the subsidiary assets of the company, but it has not been possible to get definite particulars as to the standing of these companies while their future, too, is uncertain on account of the increasing popularity of public ownership and the discrimination against private interests in favor of the provincial hydro. Toronto Railway has now reached a very low level and there are possibilities that the price will improve between now and the date of the expiration of the franchise. However, your course should be largely decided by whether or not you desire to remain with a speculative proposition.

ASSOCIATED GOLDFIELDS

Interested, Wheatley, Ont. — "Would you kindly give me your opinion of Associated Goldfields Mining Co., Ltd.?"

Inquirer, Norwood, Ont.—"Would you kindly favor me with your opinion of Associated Goldfields, Ltd.?"

Like all mining ventures of the kind, at least in their early stages of development, Associated Goldfields Limited, is very largely speculative in character. All we can say is that the property appears to have certain favorable indications which afford some basis for the belief that it may develop into something worth while. The men behind the company express great faith in the value of the property and state that they have had no difficulty in financing development to the present stage.

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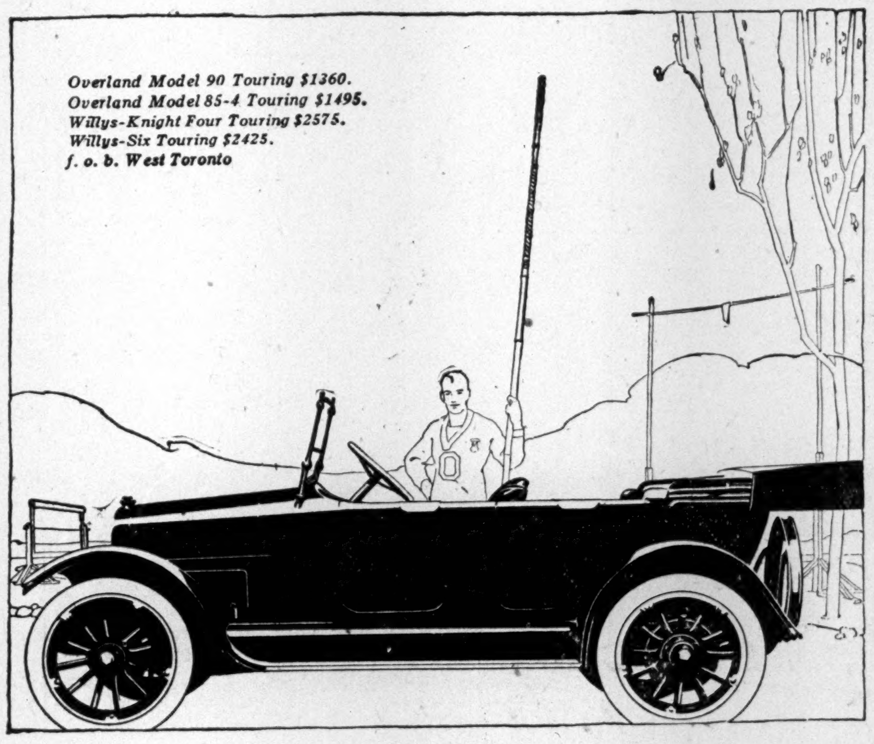
On Block D, formerly known as the Maxwell Mine, the shaft is down 500 feet. At this level they have cut across the ore-body for over 200 feet and have drifted lengthwise on the ore body for 175 feet. This drift will be continued for 1,000 feet which is the extent of the ore exposure on the surface. Very satisfactory results are claimed on this work. On Block D, the old Reddick property, the shaft is down to the 100 ft. level, where 500 feet of drifting has been done in what is claimed to be a good run of ore. There are 75 men on the payroll and it is expected that the number will be increased to 100 shortly. It is the intention to develop for six months and block out a large tonnage before steps are taken to provide milling facilities. Meanwhile money for development is being obtained through the sale of treasury stock and sufficient funds for this purpose are reported to be forthcoming.

Overland
TRADE MARK REG.



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NEWS OF THE BOND MARKET

MANITOBA AND HAMILTON SALES WEEK'S FEATURE

Both Places Obtain Excellent Prices For Respective Issues

SOME OTHER AWARDS

Bond Market Generally is Quiet, But Prices Are Holding Firm, With Upward Trend

General conditions in the bond market may be described as quiet. There is a fair demand for bonds, but the supply is still so limited in extent that even a moderate demand would be sufficient to hold prices firm. Estimating values by the prices bid for issues this week, it would appear as if the market was moving uninterruptedly towards higher levels. As a result of the week's awards the supply of bonds becomes slightly more plentiful though the new issues will undoubtedly be readily absorbed.

With Government and Municipal bonds advancing towards a 5 per cent. yield rate, it is not surprising to find an increasing request for industrial bonds and issues of similar character. The experience so far this year has been that these bonds have been well taken care of. The tendency will be for more of these offerings to come out as the market strengthens.

U.S. Market Conditions

The United States market is inactive so far as regards Canadian issues and it will doubtless continue in an unreceptive mood until the approaching Liberty or Victory Loan is floated. The date for the campaign to open is April 21 and it will run for three weeks. Under the terms of the act of March 3, the Secretary of the Treasury is authorized to sell not over seven billions of notes running from one to five years, but the details will not be announced until later on.

Victory Loan trading has been on a more moderate scale this week, the 1933 issue being most conspicuous in the stock exchange lists. Prices have held well. The high for the 1937 issue was 106 on Monday, 105¾ on Tuesday and 105⅞ on Wednesday. The 1933 issue, which sold up to 105 on Friday of last week, was up to 104¾ each day this week. 100⅝ was the daily high for the 1922's; 100⅝ to 100¾ for the 1923's and 102¾ to 102⅞ for the 1927's.

The important transactions of the week have been the sales by the Province of Manitoba and the city of Hamilton. Both obtained excellent prices for their respective offerings and in both cases the sales attracted considerable interest. Details of the transactions appear elsewhere on this page.

St. Lambert Sale

That the bond dealers are still hungry for municipal bonds was indicated this week when seventeen tenders were received by the town of St. Lambert for an issue of $100,000 of 5½ per cent. bonds, due May 1, 1928, payable at St. Lambert, Montreal, Toronto and New York. The proceeds will be spent on permanent improvements. The bonds are dated May 1, 1918, and the bids included interest due to date, which is paid the town by the purchaser.

The successful tenderers were Hanson Bros., whose bid of 98.87 also indicates the high prices that municipals are securing. The list of tenders received was as follows:—

Hanson Bros.	98.87
Versailles, Vidricaire & Boulais	98.15
A. E. Ames & Co.	97.77
Henry R. Wood Co.	97.588
L. G. Beaubien & Co.	97.50
Foster, Barrett, Riepert & Low and Greenshields & Co.	97.465
Beausoleil, Ltd.	97.26
Dom. Securities	97.169
Nesbitt, Thompson & Co.	97.12
Credit Canadien .	97.05
Placement Nationale, Ltd.	97.00
Geo. W. Hamilton & Co.	97.00
Wood, Gundy & Co.	96.88
Municipal Debenture Corp.	96.50
Grant, Johnston & Co.	96.50
Kingstone & Mackenzie	96.24
Æmilius Jarvis & Co.	94.83

St. Boniface at 95

The St. Boniface, Man., issue of $464,372, 5 and 6 per cent. bonds, for which tenders were invited on March 14, was awarded to Aemilius Jarvis & Co., at an average price of 95. There were several lots of bonds in the issue., $237,462 being dated Jan. 2, 1919, and running from 5 to 30 years at 6 per cent., and $226,910 being dated July 2, 1915, and running from 7 to 30 years. $60,000 of the issue is a guarantee of the Province of Manitoba. The original list of tenders was as follows:—

La Corp. des Obligations Municipales, Led. (for 6s)	97.00
A. E. Ames & Co.	94.77
Æmilius Jarvis & Co.	94.49
Edward Brown & Co.	98.08
Terry Briggs & Co. (for 5s)	88.17
Do. (for 6s)	98.13
R. A. Daly & Co.	91.83
W. A. Mackenzie & Co.	91.75
Campbell, Thompson & Co.	93.22
Bond and Deb. Corp.	91.79

There was subsequently some reconsideration of the offers and fresh bidding, which resulted in the award to Aemilius Jarvis & Co, as mentioned.

Bought Welland Bonds

A sale on Monday by the city of Welland of an issue of $50,000, 6 per cent., 20-year sinking fund bonds resulted in an award to A. E. Ames & Co. at 105.11, at which price the yield is approximately 5.62 per cent. Nine bids were received for the issue, these ranging as follows:—

A. E. Ames &Co.	105.11
Canada Bond Corp.	105.05
Jarvis & Co.	104.77
Mul., Bird & Graham	104.76
National City Co.	104.55
Housser, Wood & Co.	104.51
R. C. Matthews & Co.	104.17
Wood, Gundy & Co.	103.64

A. E. Ames & Co. have purchased privately an issue of $20,500, 6 per cent., 10-year straight term bonds of the city of Stratford.

J. T. Ross, Deputy Minister of Education of Alberta, announces the following awards in connection with the sale of school debentures on March 10:—Block 1, Minburn S. D., $6,000, 7 per cent., 10 years, to J. F. Stewart & Co. at 101.366; Block 2, Skiff Con. S. D., $3.500, 7 per cent., 10 years, to Harris, Read & Co. at 101.37; Block 3, South Valley S. D., $2,500, 7 per cent., 8 years, to Canada Landed & National Investment Co. at 101.42; Block 4, Plaxtol S, D., $1,500, Greenlawn S. D., $2,500, Giffen S. D., $2,500 and Craig Murray S. D., $1,800, 7 per cent., 15 years, to Wood, Gundy & Co. at 101.92; Block 5, Carlshill S. D., $1,000, 7 per cent., 10 years, to J. F. Stewart & Co. at 101.366; Block 6, Lovedale S. D., $2,000, Beehive S. D., $1,600. Mount Vernon S. D., $2,500, 7 per cent., 10 years, at 101.366; Block 7, St. Mary's S. D., $2,000, Garrett S. D., $2,000, 7 per cent., 10 years, to Wood, Gundy & Co. at 101.210; Block 8, Cheviot Hills S. D., $800, 7 per cent., 10 years, to J. F. Stewart & Co. at 101.366; Block 9, Sacred Heart Separate School District No. 15, $2,000, 7 per cent., 10 years, to the Dominion Loan & Securities Co. at 100.839. Fifteen financial institutions were represented in the bidding, these including—Crown Life Insurance Co., Dominion Loan & Debenture Co., Brent, Noxon & Co., C. R. Clapp & Co., Nay & James, J. F. Stewart & Co., H. J. Birkett & Co., Wood, Gundy & Co., Macneill & Young, G. A. Stimson & Co., Harris, Read & Co., Canada Landed Co., W. L. McKinnon & Co., W. Ross Alger & Co., and the Huron & Erie Mortgage Corporation.

HAMILTON'S SALE

City Awarded Its Issue on Thursday to A. E. Ames & Co.

A fine array of bids was received by the city of Hamilton on Thursday for its issue of $517,000, 20-instalment bonds and there was a large representation of bond dealers present to learn the result. The award was made to A. E. Ames & Co. at an average price of $101,544. There were two blocks of bonds, one consisting of $400,000 5½'s and the other of $117,000 6's. Separate offers were invited for each block. Ames & Co. offered 100.63 for the 5½'s and 104.67 for the 6's. Wood, Gundy & Co. were a close second, bidding 100.56 for the 5½'s, and 104.76 for the 6's. Following are the average prices received by the city from the various competing houses:

A. E. Ames & Co.	101.544
Wood, Gundy & Co.	101.510
Dominion Securities	101.147
G. A. Stimson & Co.	101.020
Housser, Wood; Mulholland, Bird & Graham and Osler and Hammond	100.880
Sterling Bank	100.840
Jarvis & Co.	100.790
R. A. Daly & Co.	100.750
Harris, Forbes & Co.	100.695
Canada Bond Corp.	100.635
Brent, Noxon & Co., and W. A. Mackenzie & Co.	100.510
National City Co.	100.440
W. L. McKinnon & Co.	100.370
C. H. Burgess & Co.	100.320
McDonogh, Somers & Co. and Bankers' Bond	100.317

BRANDRAM-HENDERSON BONDS

Issue of $655,000 to be Offered at 94½ to Yield 6½ Per Cent.

Nesbitt, Thomson & Co., of Montreal and Hamilton, announce an offering of an issue of $655,000 of 20-year, 6 per cent., consolidated mortgage sinking fund gold bonds of Brandram-Henderson, Limited. These bonds are offered at 94½ to yield 6½ per cent. The Brandram-Henderson Company's annual statement was reviewed in last week's issue of THE FINANCIAL POST, in which it showed the most successful year in its history. The present bond issue is intended to consolidate the finances of the company and provide for the steady expansion of the company's business.

MANITOBA SALE VINDICATES THE PUBLIC TENDER

Excellent Price Obtained by the Province in Open Competition

HOUSE ASSERTS ITSELF

Legislature Passes Motion That 'it May be Advisable Generally to Sell Bonds By Public Tender

If vindication were needed of the desirability of adopting the public tender method of selling bonds, it has been afforded this week by the experience of the Province of Manitoba. Th sale on Thursday of $1,580,000 5½ per cent., 15-year bonds at 101.04 stands in marked contrast with the previous private sale of $1,000,000 bonds at par. While it may possibly be contended that the market had advanced to this extent in the interval, it is certainly open to doubt whether the province would have received as good a figure had the previous method of sale been followed.

The winning bid, which was on a yield basis of approximately 5.40 per cent., was submitted by Aemilius Jarvis and Co., and Turner, Spragge and Co. on joint account. There were several other offers received of which the following is a partial list:

Jarvis & Co. and Turner:

Spragge & Co.	101.04
Wood, Gundy & Co.	100.78
A. E. Ames & Co.	100.65
Canada Bond Corporation	100.62

It would appear that the criticism to which the Provincial Treasurer was subjected over the secrecy with which the million dollar sale was effected, has had its effect. On Thursday of last week a debate arose in the Legislature over the method of sale of provincial bonds, the Opposition endeavoring to get a motion put through requiring that the sale by tender method should be regularly adopted. The motion did not carry, but an amendment put forward by E. A. MacPherson, M.P.P., a Government supporter, was carried, which lays it down that "it may be advisable generally to sell the debentures of the Province by public tender."

Another Criticism

"Canadian Finance" of Winnipeg, in a recent issue, after congratulating the Government on the reforms in public administration which it had effected, referred to the bond sales made by the Province in January and July of 1918. On the January sale of $1,000,000 it declares the purchasers made a profit of $66.600; on the July sale a profit of $17,500 was made.

"In view of these facts," queries *Canadian Finance*, "would it not be desirable for a different method of disposing of provincial securities to be adopted so that a repetition of the first experience may not occur in the future?

"The practice of calling for tenders and opening same in public is followed elsewhere with beneficial results. As an instance, several weeks ago, New Brunswick sold an issue of 5½ per cent. debentures by public tender and received 100.35 from the successful bidder, and yet bids were received for this same issue as low as 97.03. The adoption of this plan in Manitoba should remove all possibility of an excessive profit being obtained by the bond brokers in future.

"Theoretically, something may be said in favor of selling bonds privately when the money market is unfavorable; but under such conditions why not go a little further and wait until conditions are favorable before selling? The practical side of the matter looms much larger in the public eye than the other side. A theoretical explanation does not satisfy the average citizen that it is wise to follow the private sale method if that method results in such a costly transaction as the January issue, above referred to, was."

BORDER CITIES OFFERING

Bonds Being Priced to Yield Investor 5.60 Per Cent.

An interesting offering of the 6 per cent. debentures of the Essex Border Utilities Commission, recently awarded them, is being made this week by Morrow & Jellett. The bonds are described as a distributed municipal obligation of the City of Windsor, Town of Walkerville, Town of Sandwich, City of Ford, Town of Ojibway, and a portion of the Township of Sandwich West. They are dated February 1, 1918, and mature in 30 instalments. The offer price is a rate to yield about 5.60 per cent.

In a circular issued in connection with the offer, Morrow & Jellett give particulars regarding the organization and powers of the commission and a description of the municipalities concerned, together with an opinion on the legality of the issue. It is shown that the combined assessment of the municipalities is $40,153,466, while the total debenture debt is $2,042,747.

Dominion of Canada Victory Loan

Bought — Sold — Quoted

DOMINION SECURITIES CORPORATION LIMITED

HEAD OFFICE: TORONTO 26 KING ST. E.

MONTREAL ESTABLISHED 1901 LONDON, ENG.

Æmilius Jarvis & Company

Members Toronto Stock Exchange

CANADIAN GOVERNMENT, PROVINCIAL and MUNICIPAL BONDS

Established 1891

Jarvis Building, 103 Bay Street, Toronto

OTIS & COMPANY

(In Business 20 Years)

The Leading Investment House of Ohio.

Members of all Principal Stock Exchanges.

CANADIAN MUNICIPALITIES and CORPORATIONS are invited to consult with us concerning plans for financing and the distribution of their securities.

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DEALERS IN

GOVERNMENT, MUNICIPAL AND CORPORATION BONDS

Correspondence Solicited

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(Members Toronto Stock Exchange)

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Wanted

PROVINCE OF BRITISH COLUMBIA *and* CITY OF VANCOUVER BONDS

Short date preferred. Wire quantity and price.

ROYAL FINANCIAL CORPORATION LIMITED

Suite 703 Rogers Bldg., Vancouver, B.C. — Capital Paid up $566,220.32 — E. B. McDermid, Managing Director

Business Founded in 1795

AMERICAN BANK NOTE COMPANY

(Incorporated by Act of the Parliament of Canada)

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Government and Municipal Bonds

Dominion Bank Bldg. TORONTO Canada

Housser, Wood & Co.

Canadian Municipal Bonds

Union Bank Bldg. Toronto

WE RECOMMEND

Montreal Tramways & Power Co.

6½% Secured Gold Bonds, Due Mar. 1st, 1924, at 100 and Interest

DENOMINATIONS: $100, $500, $1,000

A Corporation Bond which by virtue of the "cost-plus" contract between the Montreal Tramways Company and the City of Montreal has much the same degree of security as a Municipal Bond.

Telephone Main 3370 for particulars

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W. L. McKinnon & Co.

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W. F. Morgan-Dean Geo. R. Harris

WE OFFER

Whalen Pulp & Paper First Mortgage Bonds, due 1st May, 1920, to yield 6¾%.

Morgan-Dean, Harris & Co.

Investment Bankers

Bank of Hamilton Bldg., Hamilton, Ont.

Route Your Shipments CANADIAN NATIONAL

$50,000

Montreal Tramways and Power Company, Limited

6½%

Secured Gold Bonds Due March 1, 1924

Price: Par and Interest

Full particulars on demand

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Investment Banker

160 St. James Street Montreal

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Attractions for the Investor

We have some Government, Municipal and Industrial Bonds yielding income from

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These Bonds also offer reasonable chances of appreciation in value of the principal.

Let us write and tell you about them.

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are regulated by the extent of efficiency in your business.

A small investment with us ensures big returns.

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5% AND ABSOLUTE SECURITY

Over 200 Corporations, Societies, Trustees, or Individuals have found our Debentures an attractive investment. Terms one to five years.

The Empire Loan Company

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PROVINCE ONTARIO GOLD 4% BONDS

Due March 1, 1926.

Price 92.76 to yield

5.25%

J.F. Stewart & Co.

106 Bay Street, Toronto

Telephone Adelaide 2991

UNITED FINANCIAL

Meredith & Co. and Guaranty Trust Combine

Announcement was made on Thursday of the board and executive of a new financial house for Canada, termed the "United Financial Corporation" representing the union of C. Meredith & Co., Limited, and the Guaranty Trust Company of New York. Sir Charles Gordon, who was president of C. Meredith & Co., retains the presidency of the new firm. D. C. Macarow, general manager of the Merchants Bank, is one of the vice-presidents, together with Major H. B. Macdougall and Harold Stanley of New York. The other members of the board are: W. A. Black, Geo. Cahoon, Jr., C. R. Hosmer, A. Breton, W. P. Conway, Wm. McMaster, A. J. Brown, A. E. Holt, Charles Meredith, J. R. Swan, and E. W. Stetson. J. M. Mackie is general manager of the new organization, and A. P. B. Williams secretary-treasurer.

FIELD OF MUNICIPAL FINANCE

BUDGET SPEECH OF B.C. MINISTER COMPREHENSIVE

Hon. John Hart Deals With Many Aspects of Provincial Finances

SURPLUS THIS YEAR

Not Improbable That Coast Province Will Complete Its Current Year With Balance to Good

When Hon. John Hart, Minister of Finance of British Columbia, laid the estimates of the province for 1919-1920 on the table of the Legislature last week, members of the House received them in a form new to the province and the Dominion. That is to say, against each item, even to the smallest, there stood printed the corresponding figure for the previous year. It is scarcely necessary to comment on this innovation, it is so obviously an improvement and an advantage. Those interested can immediately ascertain the estimated revenue from any source for the preceding year or the estimated expenditure on any service and compare it with the estimate for the next year. The business-like method adopted is much to be commended and reflects credit alike on the Minister of Finance and the comptroller, A. N. Mouat.

Three Fiscal Years

Mr. Hart's budget speech was most comprehensive in its scope and gave a clear account of the province's financial position. For the fiscal year 1917-18, he showed that whereas the estimates had forecast a deficit of $932,479, expenditure was so much less than the estimate that the deficit was only $466,504, including sinking fund payments. For the current fiscal year ending March 31 next, there will probably be a small surplus. Out of an estimated revenue of $9,900,055, there had been collected by December 31, $9,242,295. On the other hand in nine months' expenditures on current account were only $6,468,541, as against an estimate for the year of $9,658,254, and on capital account only $1,094,063 out of $1,953,440. For the next fiscal year the estimates anticipate a revenue of $10,209,960, with expenditures of $11,071,113 on current and $2,242,190 on capital account. It is possible that the revenue will again exceed the estimates.

Capital Financing

Mr. Hart gives some account of capital financing. The best rate procurable in the summer of 1917 was 7½ per cent., but no securities were marketed at that time. In May, 1918, tenders were asked for $2,000,000, 6 per cent., 10-year gold bonds. The highest offer was 94.78 for $500,000, with option on the balance, and it was decided not to sell. Finally, towards the end of February, 1919, tenders were called on $3,000,000, 5½ per cent., 20-year bonds, resulting in a sale at 99.32.

The province has still some borrowing power left under previous legislation. Under the Loan Act of 1916 there remains authority to raise $2,054,700, and under the Loan Act of 1918, $1,000,000. These powers will not likely be used during the next twelve months unless something unforeseen should occur. On the other hand a balance of $1,200,000 under the Loan Act of 1917 for the purposes of the Land Settlement Board will be required as well as another million for the same purpose. In addition money will be needed for soldier settlement projects, including $1,500,000 for public works, $500,000 for Soldiers' Land Act, and $500,000 for immigration work. The province will also borrow $1,500,000 from the Dominion Government under the housing scheme.

Railway Obligations

Referring to the railways of the province, Mr. Hart showed that by the Dominion Government's acquisition of the Canadian Northern System, the province is relieved of anxiety regarding its guarantee of $47,975,000 bonds of the Canadian Northern Pacific Railway Co. The Canadian Pacific Railway Company is assuming the obligations of the Nakusp & Slocan Railway, amounting to $647,072. This leaves only the Pacific Great Eastern Railway debt, a liability to the province of $20,160,000. Mr. Hart stated that there would have to be a good deal of financing in connection with this railway and a loan would be necessary to provide for future construction.

The collection of taxes, according to Mr. Hart, is steadily improving, the machinery of the taxation department having been further perfected. Among other developments has been the addition of skilled auditors to the staff; a step which has been amply justified by results. There will be only minor changes in the Taxation Act at the present session.

Money By-laws

Those investors who wish to keep in touch with the municipal bond market will find this department useful. It aims to be accurate and convenient. THE FINANCIAL POST makes a specialty of municipal bond news. Municipalities will find it to their advantage to send in direct news of contemplated bond issues.

TENDERS WANTED

March 24, Smith's Falls.—$10,203.09, 6 per cent., 20-instalment, local improvement debentures of the town of Smith's Falls.—J. A. Lewis, Town Clerk.

March 24, Quebec R.C. Schools.—$400,000, in ten or thirty-five year debentures of the Board of Roman Catholic School Commissioners of Quebec City. All suggestions as to sinking fund and interest will be considered.—Antoine C. Taschereau, Sec.-Treas., Quebec.

March 28, Weston, Ont.—$60,000, 6 per cent., 30-instalment public school debentures of the town of Weston.—A. J. Pritchard, Treasurer.

March 28, Fitzroy Township.—$7,000, 6 per cent., 20-instalment debentures of the Township of Fitzroy, Ont.

March 31, Vermilion, Alta.—$5,000, 6 per cent., 20-instalment debentures of the town of Vermilion, Alta.

March 31, Walkerville.—$45,000, 6 and 6½ per cent., 10 and 15 instalments debentures of the town of Walkerville.

March 31, Local Government Board, Regina.—Beaverside S.D., $800; Dinsmore S.D., $10,000; Sussex S.D., $700; Georgobia S.D., $2,000; Buffalo Hill S.D., $2,200, 7 per cent., 10-years; North Benson R. T. Co., $900, 7 per cent., 15-years.

April 7, McGillivray Township. — $12,135, 6 per cent., 10-instalment debentures of the township of McGillivray, Ont.

BY-LAWS PASSED OR DEFEATED

Mimico.—$5,000 for purchase of fire engine and other apparatus, passed by council March 10; registered, March 17.

BY-LAWS TO BE VOTED ON

March 24, Charlottenburg Township.—$150,000 for the permanent improvement of roads within the township. Debentures to be issued in five sets of $30,000 each, bearing interest at 5½ per cent. and repayable in 20 instalments.

March 24, Kenora.—$17,000 for improving the town streets and for other public works.

March 31, Bienville, P.Q.—$50,000 in 6 per cent., 25-year sinking fund bonds dated May 1, 1919, to provide for various municipal work.

April 5, York Township.—$200,000 for the purpose of buying out existing lighting systems in the township and adding thereto.

DEBENTURE NOTES

St. Thomas.—By-law will be submitted authorizing debentures for $50,000 for street railway improvements and $10,000 on improvements to Pinafore Park.

Port Arthur, Ont. — Ratepayers will vote shortly on by-laws for raising of $80,000 for past and future construction work in electric lighting system, and $20,000 for improvements in telephone system.

SASKATCHEWAN

The following is a list of authorizations granted by the local Government Board from February 22nd, to March 8th.

School Districts. — Avonlea Village, $2,500; Le Ross, $2,000; (x)Sussex, $700; (x)Dinsmore, $10,000; Whiteshore, $2,500. (x) To be included in next sale held by the local Government Board.

The following is a list of debentures reported sold from February 22nd to March 8th:

Rural Telephone Companies. — Viewfield, $600, Beaver, $3,500, to W. L. McKinnon & Co., Regina; Northern, $19,000, to F. Somerville; Lewiswyn, $7$$, Wheat Valley, $1,100, to W. Y. McKinnon & Co., Regina.

School Districts — Jackfish Creek, $1,500, to Eugene Arcon; Jackfish Creek, $1,000 to Wm. Lavigne; Newpark, $1,200, to J. F. Stewart & Co., Toronto; Orange Valley, $2,500, to G. A. Stimson & Co., Toronto.

Cities.—Moose Jaw, $10,000, to City of Moose Jaw Sinking Fund Trustees.

BOND SALES

$19,500 Asbestos at 77 to 76¾; $1,000 Can. Bread at 94; $1,000 Can. Cement at 100; $12,000 Cedar Rapids at 88¾ to 88⅜; $800 Can. Cotton at 80½; $4,000 Consol. Rubber at 96 to 95; $9,500 Dom. Canners at 95¾; $8,000 Dom. Textile "D" at 99; $2,000 Dom. Textile "A" at 99½; $100 N.S. Steel at 83½; $500 Price Bros. at 85; $8,000 Ogilvie "B" at 102¼ to 102; $2,000 Montreal Trams. debs, at 75½; $16,000 Quebec Rly. at 65 to 64; $100 Steel of Can. at 96¾; $48,000 Wabasso at 87 to 86; $41,100 Wayagamack at 88 to 87; $2,000 Montreal (1922) at 101½ to 101; $45,700 Montreal (1923) at 101⅛ to 100½; $237,300 Victory Loan (1922) at 100⅝ to 100¼; $448,600 Victory (1923) at 100¾ to 100¼; $70,400 Victory (1927) at 103¼ to 100¼; $1,512,150 Victory (1933) at 105 to 104⅛; $162,850 Victory (1937) at 106⅛ to 105⅝; $23,800 War Loan (1925) at 99⅞ to 97½; $44,900 War Loan (1931) at 99⅛ to 98; $314,200 War Loan (1937) at 100 to 98¾.

PRINCE ALBERT'S DIFFICULTIES SETTLED

An Agreement Reached at Last Between the City and Its Bondholders

An important conference between representatives of the City of Prince Albert, Sask., and of the city's hondholders was held this week at Regina under the chairmanship of Hon. W. M. Martin, Premier of the province. The story of Prince Albert's financial difficulties has received a good deal of publicity during the last few months and the situation is pretty well understood. The undertaking of public works, far beyond the capacity of the city to handle, created a burden of debt which could no longer be supported. Various proposals and counter-proposals have been made and conferences held, both in Prince Albert and the East. Until this week, however, no settlement was reached.

According to press despatches, an agreement was reached, which has received the signatures of both parties. Under its terms all the bonds of the city are being consolidated and spread over a period of forty-five years. Interest at the rate of one per cent. will be charged for the first five years, two per cent. for the next five years, and three per cent. for the next five years, and so on. A provision is also made that should the city find itself in a position where it cannot pay the increased rate of interest after the first five-year term, an appeal may be made to the Local Government Board, which will adjust the rate of interest according to the city's ability to pay.

The members of the committee representing the bondholders consisted of J. H. Gundy, of the firm of Wood, Gundy & Co., Toronto; Charles Ruby, general manager of the Mutual Life of Canada; E. M. Saunders, treasurer of the Canada Life; T. T. Smythe, of the Montreal City and District Savings Bank; R. W. Steele, of the Dominion Securities Corporation, Toronto, and E. G. Long, barrister, of Toronto.

PUBLIC OFFERING OF OTTAWA GAS BONDS

Price Set by Royal Securities Corporation at 101 and Interest, Yielding 5.9%

After a successful private offering had been made, the Royal Securities Corporation, Limited, are making a public offering of unsold balance of the issue of $850,000 Ottawa Gas Company 20-year 6 per cent, refunding mortgage sinking fund gold bonds, which are guaranteed unconditionally both as to principal and interest by the Ottawa Light, Heat and Power Company. The price of the bonds is set at 101 and interest, giving a yield of 5.9 per cent.

The bonds are dated March 1, 1919, and are due March 1, 1939, and principal and interest are payable at Montreal, Ottawa, Toronto, New York and London. The purposes of the issue is to reimburse partly the Ottawa Gas Co. for expenditures of $1,250,000 made on its properties during the past six years, and to provide funds for the completion of its new water gas plant and other extensions to keep pace with the growing demand for its service. The completed plant will give the company a capacity of over 2,750,000 cubic feet of gas daily.

While the Ottawa Gas Co., organized in 1854, has a perpetual franchise in Ottawa and Hull, the issue is guaranteed also by the holding company, the Ottawa Light, Heat and Power Co. The bonds of $850,000 are a direct mortgage on the gas company's assets subject only to a 5 per cent. consolidated mortgage bond issue of $250,000, of which $150,000 is outstanding. The property valuation is set at three times the total amount of the bonds, and the net earnings last year available for interest in the new bonds were three times the amount required. The parent company is paying 6 per cent. on its common shares and has no preferred shares or bonded debt.

ALBERTA'S FINANCES

Budget Speech Delivered This Week by Provincial Treasurer

Hon. C. R. Mitchell, Provincial Treasurer, delivered his budget speech in the Alberta Legislature on Monday. Mr. Mitchell said the past year had been a good one financially despite the war and poor crops throughout the west. He quoted figures to show the agricultural, mining and manufacturing products amounted to $324,704,180, an increase of more than seven millions over the previous year.

Hon. Mr. Mitchell reviewed the progress of the different industries, and said that Alberta's coal production was now the greatest of any province in Canada. The total capital revenue for the year, made up principally of loans, was $3,368,128, and the capital expenditure $2,372,835. The public debt at the close of 1918 was $30,746,149. The province finished the year with a cash balance of $1,117,191. The total assets of the province were fixed at $136,810,688.

Announcement was made this week that Thomas K. McNair, formerly associated with W. G. Mitchell & Co., Toronto, had been admitted as a partner in the firm of J. F. Stewart & Co., dealers in Government and municipal securities. Mr. McNair was overseas with the Royal Air Force. Offices of the company are located at 106 Bay Street.

WEEKLY RECORD OF GOVERNMENT AND MUNICIPAL BOND SALES

Date	Place and Purpose	Purchaser	Rate	Term	Amount	Price	Basis
March 8	Saskatchewan, phones	Various (see list above)	.....	...	$ 24,900	.....	.....
" 8	Saskatchewan, schools	Various (see list above)	.....	...	6,200	.....	.....
" 8	Moose Jaw, Sask.	Sinking Fund Trustees	.....	...	10,000	.....	.....
" 17	St. Lambert, P.Q.	Hanson Bros.	5½%	10-yr.	100,000	98.87	.....
" 10	Alberta Schools	Various (see list, page 12)	7%	var.	33,700	var.	.....
" 15	St. Boniface, Man.	Aemilius Jarvis & Co.	var.	var.	464,372	.....	.....
" 17	Welland, Ont.	A. E. Ames & Co.	6%	30-yr.	50,000	105.11	5.62%
" 17	Stratford, Ont.	A. E. Ames & Co.	6%	10-yr.	20,500	.....	.....
" 20	Hamilton, Ont.	A. E. Ames & Co.	5½+6%	20-ins.	517,000	101.544	.....
" 20	Manitoba	Jarvis & Co.; Turner, Spragge & Co.	5½%	15-yr.	1,580,000	101.04	.....

Canadian Government and Municipal Bonds

at rate to yield 5¼% to 6%

Correspondence Invited

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Economical Executor Service

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Union Trust Company

LIMITED

Head Office: Cor. Bay and Richmond Streets, Toronto

Winnipeg London (Eng.) 65

Assured Business Judgment

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MERCANTILE TRUST COMPANY of CANADA, Limited

HAMILTON - - - ONTARIO

Cyrus A. Birge, President; S. C. Macdonald, Manager; Major Henry L. Roberts, Vice-President; James Turnbull, Vice-President

We Act as Agents for Executors

Those who have had placed upon them the responsibilities of Executorships or Trusteeships, and who find the burdens connected therewith greater than they care to undertake, will do well to place their responsibilities with the Montreal Trust Company by appointing the Company their Agent.

Montreal Trust Company

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Please Ask Questions

If you, as a subscriber to THE FINANCIAL POST, desire information on any Canadian security, or other financial matter, you have the privilege of requesting it from the publishers of THE POST. Enquiries are treated confidentially and are answered by mail. Please enclose stamp for reply.

INVESTORS' INSURANCE NOTES

NORTHWESTERN LIFE CONTINUES GOOD PROGRESS

Makes Remarkably Favorable Showing During Year 1918

VERY LOW MORTALITY

Adopted a Policy of Supplying Medical Service to Policyholders Which Kept Down Death Rate

A year ago THE FINANCIAL POST was able to congratulate the Northwestern Life Assurance Company of Winnipeg, on the excellent showing made during the second year of its existence—a showing most creditable in every respect to so young a company. But the experience of 1917 was not destined to be an exception. The year 1918 has also proved to be one of gratifying progress for the company, resulting in a marked growth in all factors contributing to a life company's expansion and stability.

On the constructive side, it is to be noted that new business amounting to $786,350 was written, bringing the total insurance in force up to $1,212,300. This is rapid growth when it is recalled that at the end of 1916, business in force only amounted to $104,000 and at the end of 1917 to $535,000. It also shows that the business written has been well conserved.

Surplus of Income

The Company's statement does not present the usual form of itemized revenue and expense account, but from the director's report it is learned that premium income amounted to $65,157 and interest income to $5,399 or $70,556 from these two sources. This compares with $33,500 in 1917. The year's expense amounted to $31,027, while death claims called for the payment of $6.500. There was accordingly a substantial surplus of receipts over expenditures. In addition to receipts from premiums and interest, there was received the sum of $11,988, being payments on capital account. Including this amount, the company had $44,000 to the good on the year's operations.

The Company's mortality experience merits attention. Only four claims were paid during the year, two being due to the influenza, one to the war and one to an accident. In connection with the "flu," it is interesting to note that the company adopted the policy of furnishing medical attention at once to all policyholders who were taken sick. Results, according to the managing director, H. R. S. McCabe, were exceedingly gratifying and the very small loss incurred on account of the epidemic was largely due to this precaution. The medical fees only amounted to $42, while possible death claims would have run to from $12,000 to $18,000. So satisfactory was the policy that it will be definitely followed by the company in future. The company also proposes to follow up its investigations of the non-medical plan in connection with the writing of policies, in which it claims to have saved $860 in medical fees in connection with its Victory bond offer.

Assets Have Grown

Cash assets of the company are shown at $334,035, including $257,972 in Victory bonds and other war loans. Against this, however, must be placed a charge of $200,100 against Victory bonds, reducing actual assets to $133,935, which compares with $78,542 at the end of 1917. In addition to Government bonds the company has $29,004 in other bonds and $10,349 in first mortgages.

Reserves are placed at $72,350, which is $10,735 in excess of the Dominion Government standard. Including all other liabilities and paid-up capital of $54,933, there is a surplus of assets over all liabilities and capital of $4,904. This compares with $9,282 at the end of 1917. The reduction is quite to be expected in view of the rapid writing up of reserves and other causes and is remarkably small under the circumstances. No account is taken of a sum of $64,910, being balances on stock in course of collection, which might very well be included among the assets.

Prospect of Dividends

Outlining the programme for the future at the recent annual meeting in Winnipeg, F. O. Maber, the company's secretary, stated that they were going to try to write $1,250,000 of new and paid for business in 1919 and $2,500,000 in 1920, bringing the business on the company's books at the end of 1920, up to $5,000,000. "I estimate," says Mr. Maber, "that the reserve we shall then be carrying will be in excess of $300,000, and if the company's full call capital of $125,000 is then paid up, the company's earnings under favorable mortality will be sufficient to provide a reasonable dividend to its shareholders and to its policyholders."

The Northwestern Life, according to Mr. McCabe, has now about fifteen hundred shareholders.

ARRESTING THE FIRE FIEND IN CANADA

Analysis of the Statistics of Fire Losses For 1918 and Suggestions For Remedy

One of the most vital points for consideration in attempting to obtain any reduction of fire waste in Canada is clearly indicated by the fire record of 1918, states *Conservation*. Although 17,355 fires entailed an aggregate loss amounting to $33,623,000, more than $23,200,000 or 69 per cent. of that loss was caused by 276 fires. Sixty-two fires alone were responsible for almost 50 per cent of the total loss. That is the crux of the situation and presents the logical point for substantially lessening fire waste. It is not essential to attempt the Herculean task of preventing all fires. Immediate results can be obtained by the concentration of our corrective efforts upon those classes of property where extensive loss is possible.

While it is perhaps desirable to bring fire prevention methods to the attention of the public, it should be recognized that if the 12,000 dwelling fires which occur every year could be eliminated, the actual fire loss of the Dominion would be reduced by less than five per cent. On the other hand, if less than 300 fires which annually damage large mercantile establishments and manufacturing plants could be prevented, over 65 per cent. of our fire waste would be avoided.

To accomplish this result without loss of time the following legislation should be enacted:

(1) Requiring a signed application (on a standard form) for all insurance, the statements of such application to form a part of the insurance contract and a continuing warranty during the currency of the policy.

(2) Requiring the registration and licensing of all agents and brokers placing insurance with companies operating under Dominion authority. Licenses to be issued by the Superintendent of Insurance after examination of the character and qualifications of the said agents and brokers.

(3) Requiring the proper inspection by insurance agents of all property whereon the total insurance exceeds $5,000 and making compulsory the notification of defective or dangerous conditions in buildings to the Provincial Fire Marshal's Department.

(4) Empowering Provincial Fire Marshals to stay the issuance of insurance and to cancel all existing insurance upon property reported as being in a dangerous condition until such conditions have been remedied.

(5) Requiring the installation and proper maintenance of automatic sprinkler systems in all buildings (fire-proof buildings excepted) which together with their contents have an insured value exceeding $10,000.

WILL NOT MEET

American Companies Were to Consider Deposit Requirement

The meeting of United States companies doing business in Canada which was to have been held on March 19 to consider the proposal of the Canadian Government to require all British and foreign fire insurance companies to maintain on deposit with the Goverment securities of an accepted value of 25 per cent. in excess of liabilities, has been indefinitely postponed. It is understood the measure will not be introduced at the present session of Parliament.

ABSORPTION COMING

Rumors Account for Advance in British General Shares

A London report states that it is rumored there that the British General Insurance Company is to be absorbed by the Eagle, Star and British Dominions Insurance Company, Ltd. Official confirmation of the deal has not yet been made, but the formal announcement is confidently expected. and the details of the terms are awaited with interest.

WANTS PARTICULARS

Of Income Taxes Paid by the Legislators of Canada

Senator Tanner of Halifax is anxious to know to what extent legislators in Canada have complied with the provisions of the Income Tax Act. He is asking in the Senate for the number in each province of Senators, members of the House of Commons, and members of Provincial Legislators who made returns of income in 1918 and paid the tax due in that year. He is also seeking an analysis of those who have made returns and payments, the number of persons and companies, the number of professional men, of business men. of mechanics, and, lastly, of farmers.

AMERICAN FIRE COS. TO INVADE GREAT BRITAIN

Representative Goes to Investigate Conditions For Association

METHODS DISCUSSED

American Foreign Insurance Association Has Nineteen Members With Great Writing Power

The American Foreign Insurance Association, composed of nineteen leading American fire insurance companies, is now planning to enter the fire insurance field of Great Britain, according to the New York "Journal of Commerce." J. R. Douglas is about to sail for London to conduct an investigation and report to the Association on the best methods of entering the association companies in the British field. This will, it is understood, include suggestions as to which London office should be given the handling of the association's British business.

Mr. Douglas is connected with the London firm of Fester, Douglas & Folsom, and this fact has given rise to the reports that the management of the association's business in the British Isles will be placed in the hands of Basil Fothergill, of Fester & Fothergill, the English branch, which before the war represented Mund & Fester of Hamburg. The placing of the association's British branch in London will undoubtedly arouse keen interest in the offices there, as the association under the plan of operation will have great writing power. Basil Fothergill, as above mentioned as a probable British representative of the association, is a son of James Fothergill, who died a few years ago and was a former general manager of the London & Lancashire Fire Insurance Company of Liverpool.

Plan to be Followed

The plan upon which the American Foreign Insurance Association will operate in Great Britain will in a measure depend upon Mr. Douglas' report, that is to say, his report will be a guide as to what London office the association operate through, who is the manager and whether one or more company members of the association are formally entered in Great Britain. It is stated that there are no extensive formalities to the entry of a foreign company for fire insurance in Great Britain. No heavy deposits are required, and if the company's financial standing is satisfactory, about the only requirement of importance is the filing of an annual or semi-anual statement of the condition of its home office finances.

The American Foreign Assurance Association plan of operation is somewhat similar to that of the Factory Insurance Association, in that each member is pledged for acceptance of a certain percentage of each risk written under the plan, so that it would make little difference whether one company was entered as the association representative or several are entered, that phase being decided after Mr. Douglas makes his report. The nineteen companies in the American Foreign Insurance Association are among the largest and strongest American fire underwriting concerns, and include the American of Newark, Continental of New York, Firemen's Fund of San Francisco, Firemen's of Newark, Fidelity-Phoenix of New York, Glens Falls, of Glens Falls, N.Y., Great American of New York. Hartford Fire of Hartford, Home of New York, Insurance Company of North America of Philadelphia, National of Hartford, Niagara of New York, Phoenix of Hartford, Providence Washington of Providence, St. Paul Fire & Marine of St. Paul, Springfield Fire & Marine and Westchester of New York.

ACT GOES THROUGH

Ontario Gives its Fire Marshal Much Wider Powers

The Bill before the Ontario Legislature amending the Fire Marshal's Act by giving the Fire Marshal's Department wider powers of inspection for the prevention of and investigation of fires, was favorably reported for its third and final reading in the Ontario House. William Proudfoot, Opposition leader, strongly criticized the Government plan of giving the fire officials such wide scope and urged that the fire investigations be held under the jurisdiction of Crown attorneys.

Hon. I. B. Lucas explained the purpose of the Fire Marshal's Act, stating that Ontario fire losses in 1918 had been $14,856,000, which was higher than in 1917, but substantially lower than in 1916. He stated there was less incendiarism in the provinces than was generally believed. Mr Lucas stated that it was hoped to have branches in every municipality to co-operate with the local authorities in investigating fires. He also hoped to have the assistance of the Fire Prevention League.

At the annual meeting of shareholders of the McKinley-Darragh-Savage Mines, held in Toronto, the old directorate headed by President J. R. L. Starr, was re-elected. There were about 40 shareholders present, and satisfaction was expressed with the year's record as set forth in the recently published annual report.

SOLID GROWTH

Up-to-date business methods, backed by an unbroken record of fair-dealing with its policyholders, have achieved for the Sun Life of Canada a phenomenal growth.

Assurances in Force have more than doubled in the past seven years, and have more than trebled in the past eleven years.

To-day they exceed by far those of any Canadian life assurance company.

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HEAD OFFICE—MONTREAL

BRITISH COLONIAL
FIRE INSURANCE COMPANY
MONTREAL
Authorized Capital - - $2,000,000.00
Subscribed Capital - - 1,000,000.00
Paid-up Capital - - 247,015.79
General Fire Insurance Business Transacted
Theodore Meunier, Manager

The Independent Order of Foresters
Furnishes a Complete System of Insurance
Policies issued by the Society are for the protection of your Family and cannot be bought, sold or pledged.
Benefits are payable to the Beneficiary in case of death, or to the member in case of his total disability, or to the member on attaining seventy years of age.
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Benefits Paid 63 Million Dollars
FRED J. DARCH, Secretary — W. H. HUNTER, President — S. H. PIPE, F.A.S., A.I.A., Actuary
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You May Be a Rich Man, Some Day
Opportunities for making money are many, but it takes time for capital to accumulate even under the most favorable conditions. Every man of ability expects in the course of years to have sufficient to ensure to his family during their life time the comforts to which they have been accustomed. Unless an unexpected reverse of fortunes occurs there is little doubt but that you will make money. But "Many things may happen" while the money is being made. This is where Life Insurance comes in and makes available the means that would have been yours if health and life had been spared. You will be rich "some day," if you live, but the insurance policy will anticipate for your family the accumulations of future years and render sufficient means available even should you not survive to realize your ambition.
Is Your Prospective Income Insured?
THE MUTUAL LIFE ASSURANCE COMPANY OF CANADA
Waterloo - Ontario
E. P. CLEMENT, President — CHAS. RUBY, General Manager

5½ INTEREST RETURN
INVEST YOUR SAVINGS
In a 5½% DEBENTURE of The Great West Permanent Loan Co.
SECURITY
Paid-up Capital $2,412,578.81
Reserves 964,459.39
Assets 7,086,695.54
HEAD OFFICE, WINNIPEG
BRANCHES: Toronto, Regina, Calgary, Edmonton, Vancouver, Victoria, Edinburgh, Scotland.

THE CANADA NATIONAL FIRE INSURANCE COMPANY
HEAD OFFICE: WINNIPEG, MAN
TOTAL ASSETS $2,468,523.08
A Canadian Company Investing its Funds in Canada
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These Questions Affect *YOU* Can You Answer Them?
1. Will the ending of the war help or hurt the price of such stocks as Baldwin, Bethlehem Steel, Midvale, etc.?
2. Are the coppers "peace" stocks or "war" stocks? What class do the automobile stocks come in? The oils?
3. Among the rails, are the standard dividend-payers or the low priced non-dividend payers the thing to buy?
4. As the war draws to its end, what is likely to be the course of interest rates? How will that affect the price of bonds?
5. Which are the best bonds to hold—the high-income producers or the old line investment issues?
6. Are short term notes or long term bonds the better proposition at present?
7. Does the putting into effect of the new tax law mean a general reduction in industrial dividends?
8. Can the stock market rise in the face of the tight money situation?
9. New influences on security prices are beginning to become operative. Do you know how to go about adjusting your investments so that you will be helped and not hurt?
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Finer than the imported
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NIAGARA FALLS, ONT.

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HEAD OFFICE. HAMILTON, CANADA.
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No charters are granted to Local Councils outside of Canada. Being confined to this healthful Northern Zone, the death rate is small and rates proportionately low. The Order has already paid over five million dollars in death and disability claims, and over five hundred thousand dollars in sick and funeral benefits.
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Grand Organizer. — Grand Medical Ex.
HAMILTON - ONTARIO

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Fire, Marine, Hail and Automobile Insurance.
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Assets, over - - $3,500,000.00
Losses paid since organization, over - $43,080,000.00

Western Assurance Company
Fire, Marine, Explosion and Automobile Insurance.
Incorporated 1851
HEAD OFFICE, TORONTO, ONT.
Assets over - - - $6,000,000.00
Losses paid since organization over - - $70,000,000.00
BOARD OF DIRECTORS: W. B. Meikle, President: Sir John Aird, Robert Bickerdike (Montreal), Lt.-Col. Henry Brock, Alfred Cooper (London, Eng.), H. C. Cox, John H. Fulton (New York), D. B. Hanna, E. Hay, John Hoskin, K.C., LL.D., Z. A. Lash, K.C., LL.D., Geo. A. Morrow, O.B.E., Lt.-Col. the Hon Frederic Nicholls, Brig.-Gen. Sir Henry Pellatt, C.V.O., E. R. Wood.

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DIVIDEND NOTICE
The Riordon Pulp & Paper Company, Limited
PREFERRED STOCK DIVIDEND NO. 27
NOTICE is hereby given that a dividend of 1¾% (being at the rate of 7% per annum), on the Preferred Stock of this Company, has been declared payable March 31st, 1919, to shareholders of record at the close of business March 27th, 1919.
By order of the Board.
F. B. WHITTET, Secretary-Treasurer.
Montreal, 20th March, 1919.

Route Your Shipments CANADIAN NATIONAL

HOUSING BILLS MADE PROGRESS IN 2 PROVINCES

Ontario Has Passed Its Housing Bill and the Quebec Bill Advances

LITTLE CRITICISM

Both Measures Receive Very Little Criticism From the Members and Are Approved

Progress is being made with housing legislation throughout the Dominion. This week the Ontario Legislature gave a third reading to its housing bill, which will make available practically at once from ten to twelve million dollars for the building of workingmen's houses costing not more than $3,500 each, including land. The plan of the Act provides for the creation of housing commissions in such municipalities as desire to participate in the Government grant. The municipality borrows the necessary money from the Government issuing debentures therefor. The commission then advances the money to those individuals or companies which wish to make use of it. In the case of a company, the loan may amount to 85 per cent. of the value of the land and houses; in the case of private persons, other than returned soldiers, 90 per cent. and in the case of returned soldiers or their widows to 100 per cent.

The loans to the municipalities are repayable within a period not exceeding 20 years and bear interest at 5 per cent. A loan made to a company by a housing commission is also repayable in the same terms in equal monthly instalments.. Individuals to whom loans are made become purchasers from the commissions under an agreement of sale.

At the last reading of the bill an effort was made by the opposition to have an amendment introduced under which in addition to the loan to returned soldiers of the full value of the house, a grant of $200 should be made. This would enable soldiers to buy their lot, which is a necessary possession before a building loan can be secured. The amendment was ruled out because of the Government's exclusive right to propose financial *legislation.*

In Quebec, the housing bill of the Provincial Government is also making progress. Here the chief opposition to the measure appears to be based on a fear that it placed power in the hands of the municipalities which might lead to exploitation and favoritism unless great care was taken. The reply to this criticism was that every proposal would have to have the approval of the Minister of Municipal Affairs. The Quebec allotment from the federal grant of $25,000,000 will be $6,600,000.

TORONTO'S TAX SALE

Many Properties Withdrawn Before Sale Took Place

Out of 4,350 parcels of property liable for sale for tax arrears in Toronto, 4,013 were redeemed without going to sale. Of the remaining 337, ready purchasers were found for 275, while the city got 26 others. There were only 20 parcels left, for which there was no offer, or less than one-half of one per cent. of the original number. Practically the whole twenty were the troublesome "reserve strips" which the city no longer allows to be created. The nuisance which these create is illustrated on the north side of Hocken avenue, at Vaughan road, where about 990 feet of a one-foot strip appears in the tax sale list with a couple of thousand dollars of taxes against it for 1915-16. As this strip constitutes the frontage on the north side of the street, it bears the assessment for local improvements there. By the time 1917-19 taxes are added this will be a large amount, and the city must apparently "whistle for its money," as nobody wants to buy the strip.

The following is a summary of the combined results of the sale and adjourned sale:

Parcels.		Taxes
2,767	paid before advertising	$166,668.40
1,237	paid after advertising	98,587.30
9	paid before adjourned sale	1,874.63
275	sold at both sales	26,157.26
26	bought by city	4,110.10
20	no offer	2,422.20
16	withdrawn	563.00
4,350		$295,382.89

GALT WILL PARTICIPATE

The city of Galt on Monday evening joined the circle of municipalities to take advantage of the Ontario Housing Act to build houses, when the city council adopted a resolution that the Act should apply to Galt. It is proposed to seek a loan of $250,000 from the Government and a commission named to handle the house building proposition locally is composed of A. R. Goldie, N. E. Palmer, J. H. Hancock and C. Cumming and Mayor Mercer.

CANADIAN STOCKS

Quotations of listed Securities on the Montreal and Toronto Stock Exchange, with prices at closing on Mar. 21. In stocks listed on both Exchanges prices quoted are those of the market in which a stock is the more active (Reserve Funds, Profit and Loss, include all Reserves except "Depreciation.")

Capital Stock Outstanding	Reserve Fund	Profit and Loss	Net Earnings % 1917-18	Dividends 1915	1916	1917-18	Last Dividend Date 1918-19	Rate	Yield to Mar. 13	BANKS	Range 1916 High	Low	Range 1917 High	Low	Range 1918 High	Low	Range 1919 to Mar. 13 High	Date	Low	Date	Close Mar. 21 1918 Ask	Bid	Close Mar. 20 Ask	Bid	Week ending Mar. 20 High	Low	Close	Sales	Montreal Minimum
4,866,666	3,017,333	428,844	13 70	7	7	8				British North America	112	110	112	112	165	112													112
15,000,000	15,000,000	1,444,812	19 00	10+2	10+2	10+2	1st Mar.	3	5.85	Commerce	203	183	188	182½	202	183¼	215	Jan. 9	201	Jan. 2	185		204⅛		206	205	205⅛	62	185
6,000,000	7,000,000	446,503	18 10	12	12	12	2nd Jan.	q. 3	5.68	Dominion	220	204	212½	202	209⅛	199	219	Jan. 20	210	Jan. 3					212	211⅛	211⅛	39	202
3,000,000	3,300,000	232,421	19 95	12	12	12	1st Mar.	q. 3	6.44	Hamilton	197	246¾	192	184	188⅛	184	209	Jan. 15	183½	Feb. 26		184		185	186	185	185	104	184
4,000,000	3,800,000	62,959	14 87	9	9	9	1st Mar.	q. 2¼	5.12	Hochelaga	149	145	145	140	143	140	148	Jan. 15	147	Jan. 13			147		147	147	147	5	140
7,000,000	7,000,000	1,204,942	16 92	12	12	12	1st Feb.	q. 3	5.82	Imperial	203	180	200⅛	185	202⅛	185	210	Jan 20	202½	Jan. 2			205		206	206	206	5	185
1,946,806	300,000	145,238	11 15	7	5	5	1st Mar.	q. 1¼	6 66	Home Bank																			
,000,000	7,000,000	437,973	17 66	10	10	10	1st Feb.	q. 2¾	5.82	Merchants	180	150	170	167	180	169	192	Feb. 1	180	Jan. 2			192	19[illegible]	192	191	192	92	167
4,000,000	4,800,000	248,029	17 80	11	11	11	2nd Jan.	q. 2¾	5 58	Molsons	195	182	186	179⅛	179⅞	179⅜	200	Jan. 17	179⅛	Jan. 3									179⅞
16,000,000	16,000,000	1,901,613	16 01	10+2	10+2	10+2	1st Mar.	3	5 66	Montreal	240½	219	234	210	218⅛	210	216½	Jan 21	212	Feb. 5			213¾	212⅛	212½	212½	212½	38	210
2,000,000	2,000,000	59,965	20 88	8	8	8	1st Feb.	q. 2¼	6.08	Nationale	134	134	149	134	148	148													148
6,500,000	12,000,000	749,694	21 70	14	14	14	2nd Jan.	q. 3½	5.18	Nova Scotia	261	254	257½	248½	251½	248	272	Jan. 29	255	Jan. 4	248								201
4,000,000	4,750,000	199,855	16 12	12	12	12	1st Mar.	q. 3	5.76	Ottawa	204	202	202	200	206	201	208	Feb. 1	203	Jan. 4									198
14,000,000	15,000,000	535,757	20 06	12	12	12	1st Mar.	q. 3	5.76	Royal	221¼	210	214	208	215	205	214	Jan. 2	205	Feb. 17			208⅛	208	208⅛	208	208	107	208
3,500,000	4,500,000	227,326	19 91	13	13	13	1st Feb.	q. 3¼	6.19	Standard	221	211¾	215	200	208⅜	200	215	Jan. 13	209	Feb. 4	200		211		210	209	209½	37	200
1,216,932	350,000	0.873	15 38	6	6	6	15th Feb.	q. 1½	6.59	Sterling																			
5,000,000	6,000,000	625,623	16 90	11	11	11	1st Mar.	q. 3	6.00	Toronto	215⅛	190	192	187½	193½	184½	205	Feb. 4	193	Jan. 6	187		20[illegible]	200½	201	200½	201	30	187
5,000,000	3,600,000	126,298	15 48	8+1	8+1	8+1	1st Mar.	q. 2½	6.25	Union	140	132	142	135	162	137	171	Jan. 7	157½	Feb. 20		145		160	160	160	160	13	136

TRANSPORTATION—RAILWAYS, NAVIGATION AND STREET CARS

Outstanding Common Stock	Outstanding Preferred	Bonds and Debentures	Reserve Funds Profit and Loss	1916	1917	Last Dividend Date	Rate	Yield	Name	1916 High	Low	1917 High	Low	1918 High	Low	1919 High	Date	Low	Date	1918 Ask	Bid	Mar. 20 Ask	Bid	Week High	Low	Close	Sales	Montreal Minimum
27,450,000	8,483,500	50,867,325							Barcelona, T. L. and P.	17	19	17	8	15¼	8¾	13¼	Jan 10	10	Feb. 14	10	9½	10	9⅞	10	9⅝	10	880	
106,417,800		7,500,000	5,190,986	4	1	1st Mar. 17	q. 1		Brazilian Traction L. and P.	62⅝	43	47¾	34¾	40	32	55¾	Mar 12	50	Feb. 4	37	36	55⅛	54⅞	55¾	53½	55⅝	2,798	32
	10,000,000			6	6	1st Jan.	q. 1½		Brazilian Traction, Pref.																			
12,000,000		6,684,206	5,009,630						Canada Steamships Lines, Com.	45	16	45⅝	29¾	51	39¼	45⅞	Jan. 2	41½	Feb. 2	40¼	39⅞	44¼	43¾	44⅛	43	44	1,392	39¾
	12,500,000			5¼	19.83	2nd Jan.	q 1¾	8.86	" " " Pref	95½	89¾	93¾	71	80	72½	79¼	Jan. 22	77	Feb. 13	77	74½	79½	79	79½	78¾	79	1,129	72½
260,000,000	80,681,921	271,934,882	240,909,813	10	10	1st Jan.	q. 2½	6.13	Canadian Pacific Railway	182½	163¾	167½	127¾	185	137¾	163½	Feb. 24	160	Jan. 9	137⅛	135½							
15,000,000		35,326,500	7,978,243	6¾	7¾	1st Mar.	q. 2	6.66	Detroit United	128½	69	128	104¾															102⅛
3,500,000	1,500,000	3,500,000	576,002		2	2nd Jan.	s. 1	4 87	Duluth Superior Traction Co., Com.	49	37	51	40	42	41	31	Mar. 4	28	Feb. 21									41
12,331,000		4,562,000	1,726,008	3	3				Illinois Traction, Com.																			35
	7,289,500			6	6	2nd Jan.	q. 1½	7.50	Illinois Traction, Preferred	91	87¾	89	79	80	80	80	Feb. 1											80
20,000,000		16,381,333				1st Nov.'13	q. 1¾		Mexico Tramways Co.																			
25,206,800	12,603,400	87,369,600	19,911,878	7	7	15th Oct.	s. 3½		Minn., St. P. and S.S.M., com.																			
3,394,300		35,608,153	1,256,449	10	10	2nd Jan.	q. 2½	6.66	Montreal Tramways			181	144	150	150													150
9,000,000	4,465,500	14,075,000	2,428,908	5	5	15th Sept.	q. 1¼	6.84	Northern Ohio Traction																			
3,000,000		3,931,666	173,084			1st Oct. '14	p. 1		Porto Rico Railways Co., Com.	49½	30	42	30	37	25¼	35	Feb. 8	33	Feb. 6									
	1,000,000			7	7	1st Jan.	q 1¾	8.75	" " " " Pref.	30		80	80															
9,999,500		10,797,000	684,572			15th Jan.'12	q. 1 p		Quebec Railway L., Heat & P. Co.	45	14	35½	14¾	22½	15	22	Mar. 8	16½	Feb. 19	15		21⅛	20¾	21⅛	21	21	650	15
12,000,000		3,730,253	6,675,017	8	8	2nd Jan.	q 1	8.69	Toronto Railway	111	72	90½	58½	63	58	55	Jan. 4	43¾	Feb. 14				43	43⅛	41¼	43⅛	60	58
22,000,000	3,000,000	20,263,000	1,285,804	6	6	2nd Jan.	q 1	8.00	Twin City, common	101	93⅜	95	53	65½	39½	50	Feb 21	39	Jan. 2	53	52	48½	47	48⅛	48½	48½	10	
9,000,000		10,130,000	1,502,068			1st Jan.'16	q. 2¼		Winnipeg Electric	110	90	81	36	48	48	49	Mar. 3	35	Jan. 16			46		48	48	48	15	48

TELEGRAPH, LIGHT AND POWER UTILITIES

Outstanding Common Stock	Outstanding Preferred	Bonds and Debentures	Reserve Funds Profit and Loss	1916	1917	Last Dividend Date	Rate	Yield	Name	1916 High	Low	1917 High	Low	1918 High	Low	1919 High	Date	Low	Date	1918 Ask	Bid	Mar. 20 Ask	Bid	Week High	Low	Close	Sales	Montreal Minimum
18,000,000		11,149,000	2,286,456	8	8	15th Jan.	q. 2	6.20	Bell Telephone	152	140	150	129	132½	128	130	Jan. 2	129	Feb. 17		132	130½	130	130	129¾	130	121	12
5,360,700				10	10	2nd Jan.	q. 2½	6.57	Consumers Gas	176	160	165½	147	153	144½	152	Feb. 14	150	Jan. 4	144½		150	149½	149½	149½	149½	20	144½
1,900,000		2,999,813	177,747						Calgary Power																			
11,380,400			1,924,151	5	1½	2nd Jan.	q. 1½	7.77	Mackay, common	68¾	64½	90	70¾	79¾	72½	79	Mar. 3	71½	Jan. 23	77	75½	77	76⅛	77⅜	77	77	387	
	50,000,000			4		2nd Jan.	q. 1	6.06	" preferred	15	15	68	59	65⅜	56⅛	66	Feb. 20	64¼	Jan 28		61½		65¼	65¼	65⅜	65⅜	40	
13,585,000	6,000,000	21,073,833	318,522			30th Dec.'13	q. 1		Mexican Light and Power Co., com.					20	18													
63,965,800			1,585,313		4	15th Feb.	q. 1	4.39	Montreal L., H. and Power Cons.			82⅞	67⅛	88½	68¾	91¾	Mar. 10	84½	Feb. [illegible]	75	74½	91	90⅜	91⅛	90	90½	1,069	68½
3,499,120		1,275,000	884,525	6	6	1st Jan.	q. 1½	7 31	Ottawa, Light, Heat and Power Co.	95½	92	92	69¾	86	69	82	Mar. 4	75	Jan. 18									69½
15,000,000		12,888,761	2,992,348	7	7	10th Jan.	q. 1¾	5.93	Shawinigan Water and Power Co.	137	126¾	130½	107	118½	105	118¾	Mar. 10	114½	Jan. 13	112½		118	117⅛	118	117¼	117½	461	107¾

INDUSTRIALS AND MISCELLANEOUS

Outstanding Common Stock	Outstanding Preferred	Bonds and Debentures	Reserve Funds Profit and Loss	1916	1917	Last Dividend Date	Rate	Yield	Name	1916 High	Low	1917 High	Low	1918 High	Low	1919 High	Date	Low	Date	1918 Ask	Bid	Mar. 20 Ask	Bid	Week High	Low	Close	Sales	Montreal Minimum
5,000,000	1,000,000	5,953,200	632,047	1¾	7	2nd Jan.	1¾	10.76	Abitibi Power and Paper, com.			58½	48	51½	48	67	Mar. 5	48	Jan. 3			65	64¼	65	64	64	60	48
6,514,000	7,895,200		525,402						Amer. Cyanamid, com.			30	19	35⅞	21													
3,500,000		1,563,666	507,408						Ames Holden McCready Co., com.	35	19½	23½	12	28	15	30	Mar. 13	26	Jan. 3									15⅜
	2,500,000					1st July '14	q. 1¾		" " pref.	80½	52	61	47	72½	47	77½	Feb. 28	65⅜	Jan. 2									47¼
4,265,600				4	4	21st Feb.	q. 1¼	10.63	British Col. Fish, com.			56	35	51⅛	41	49	Jan. 6	47	Feb. 26	47		49	46	47	46	47	20	38⅛
7,000,000	2,000,000	1,452,000	607,100		5	7th Feb.	1¼	8.33	Brompton Pulp and Paper, com.			59	38	63¾	41¾	61	Jan. 7	56	Feb. 3	45	44½			59	59	59	19	39⅛
750,000			721,391	6	6	2nd Jan.	q. 1½	6.81	F. N. Burt Company, com.	88	72	82	65	75	63½	88	Mar. 7	71	Jan. 13			89½	88⅛	89	87¾	88½	114	63
	1,975,200			7	7	2nd Jan.	q. 1¾	7.44	" " pref.	96	86	93½	86	90	77¾	95	Mar. 8	90	Jan. [illegible]			97	95	95⅛	95	95½	103	84
2,500,000		3,750,000	153,523		2	2nd Jan. '17	2		Canada Bread, com.	30	16½	20	13	24⅛	16	23½	Jan. 11	18	Feb. 11	17	16	20	19⅛	20	20	20	50	
	1,250,000			7	7	2nd Jan.	q. 1¾	8.43	" " pref.	90	87	86½	80	83¾	93¼	85	Jan. 18	83	Feb. 13	83¼								83
13,500,000		7,055,073	3,746,999	4½	6	10th Jan.	q. 1½	8.95	Canada Cement, com.	73	37¾	69⅞	52	69¾	56½	71	Mar. 4	63	Feb. 6	60¾	60⅛	61⅞	64½	67	64⅛	64⅝	2,619	55⅛
	10,500,000			7	7	16th Feb.	q. 1¾	7.07	" " pref.	9	86	95¾	90	96	90	100	Mar. 7	95	Jan. 2	90		99⅜	99⅛	99¾	99	99	532	90¼
4,975,000		5,222,593	5,830,171			2nd June '14	s. 2		Canadian Car and Foundry, com.	75	32	46½	17	38⅛	18	32¾	Feb. 25	28	Jan. 2	27	26	30	28½	31	30	30	75	18½
	7,500,000					10th Jan.	q. 1¾	7.95	" " " pref.	94	1¾	89	49	91	49½	88½	Mar. 12	82	Jan. 23	64⅛	63	88¼	86½	88¼	87⅜	88	147	49½
1,733,500		399,000	541,711		3	15th Feb.	q. 1¼	9.80	Canadian Converters	46	34	43	39	50	43	51	Mar. 3	45	Feb. 6	43		50½	50	50¾	50	50⅛	300	43½
2,715,500		4,688,000	1,948,109	3	4	4th Jan.	q. 1½	8.00	Canadian Cottons, Limited com.	65	39	56	46½	70	48½	75¾	Mar. 13	67	Feb. 20	60		75¾		76	75	75	291	48
	3,661,500			6	6	1st Jan.	q. 1½	7.59	Canadian Cottons, Limited, pref.	82½	75½	82	75	77	71	81	Mar. 13	76	Jan. 10			81¼	81	82	81	82	295	
92 600 000	1,500,000		1,340,439	3	9	15th Jan.	s. 3		Canadian Fairbanks-Morse, pref.																			
960,000		179,200	1,297,[illegible]06	10+9	12+3	15th Feb.	q. 3	6.05	Canadian Foundries & Forgings, com.	217	170	205	150	213	150	200	Feb. 18	191	Feb. 18									15
	960,000			7	7	15th Feb.	q. 1¾	7.21	" " pref.	90	85	84	82	97	90	89½	Feb. 13											
1,[illegible]10,000		1,500,000	1,657,324		3	1st Jan.	q. 1½	9.52	Canadian Locomotive Co., com.	64⅛	51	64	52⅛	69⅛	58	64	Mar. 11	60	Feb. 20	59¼		62½	61½	64	63	63½	45	56½
	1,500,000			7	7	1st Jan.	q. 1¾	7.77	" " pref.	99	81	91⅛	83	90½	83	91	Feb. 28	90	Jan. 14			92	91	91¾	91¾	91½	15	82½
2,805,500		9,500,000	4,305,934			15th Oct. '14			Can. Consolidated Rubber, com.	91	84	99¾	90	100	98													90
	3,000,000			7	7	31st Dec.	q. 1¾	7 14	" " pref.	97	91	99¾	95	98	97	98	Jan. 16	97	Feb. 7									97
8,000,000			4,466,293	8	8	2nd Jan.	q. 2	7.69	Canadian General Electric, com.	121	108	115½	99½	106	99½	104¼	Mar. 12	102	Feb 13	102½	101½	102	101	103⅞	101⅛	101⅛	225	99½
	2,000,000			7	7	2nd Jan.	s. 3½	6 36	" " " pref.	112	110	106	94⅛	110	100													
1,200,000		465,500	573,116						Carriage Factories, Limited, com.	44	29¾	25	9¼	17	15													15
	1,200,800					15th July '15	q. 1¾	10.00	" " pref.	75	60																	58
565,000		55,114	159,507	4		1st Oct.'16	q. 2		City Dairy, com.	98	89	30	30	50	30	48	Jan. 28					55	52	55	55	55	5	30
	700,000			5¼		2nd Jan.	q. 1¾	7.77	" " pref.	100½	92	70	60	87	60	90	Mar. 12	84	Feb. 18									60
6,500,000			3,025,307	8+12	9½+2	15th Feb.	q. 2	6.50	Dominion Bridge Co.	231½	160	170	125	128	123	123	Jan. 13											123
2,796,300		1,279,410	1,472,221			1st Apr.'14	q.		Dominion Canners, com.	22	15	26	19	43	40	39⅞	Mar. 4	34⅛	Mar. 13		22¼	34⅛	34	35	34	34¾	95	23¾
	2,290,600				7	2nd Jan.	q. 1¾	8.23	" " pref.	65	61½	78	65	81	65	85½	Mar. 8	76	Jan. 10	85	80	85¼	84½	85⅛	84⅛	85⅛	113	
37,097,700	7,000,000	21,206,777	15,562,286		4½	1st Jan.	q. 1½	9.83	Dominion Steel Corporation, com.	82	43	71¼	50¾	65	53	62½	Jan. 3	58¾	Feb. 3	61	60½	60½	59½	60⅝	60⅛	60⅛	755	50¾
	5,000,000	13,861,880		7	7	1st Oct.	s. 3½	7.36	Dominion Iron and Steel, pref.	105	90	95	87½	98	88	96½	Mar. 13	93½	Jan. 2	90½								88
15,000,000	3,000,000	6,162,000		7	7	1st Feb.	q. 1¾	7.21	Dominion Coal, pref.	99	93	96½	85	95	94¼	95	Feb 3	96½	Feb. 27									94¼
5,000,000		3,267,500	2,189,194	6	7	2nd Jan.	q. 2	7.27	Dominion Textile, com.	90½	74½	89	76½	100½	80¾	109¾	Mar. 12	100	Feb. 5	84	83¾	107⅞	107¾	108	107	108	480	80¾
	1,940,600			7	7	15th Jan.	q. 1¾	6.86	" pref.	105	101	105	99½	102	100	102	Mar. 3	101	Jan. 15	100		106½		108	106	106	45	100
2,250,500		1,150,000	520,221						Goodwins, Limited, com.	40	40			15	11	12¾	Feb 26	10	Feb. 5									
	1,750,000					2nd July '14	q. 1¾	11.66	" " pref.	75	40	45	45	45	45	80	Mar. 1											45
747,560		236,000	1,141,337	6	6	2nd Jan.	q. 1½	6.00	Goulds Manufacturing Co., com.			100	100	100	100													100
	747,500			7	7	2nd Jan.	q. 1¾	7 00	" " " pref.			100	100	100	100													100
6,267,005	500,000		1,009,017						International Petroleum			15.30	11.60	20.50	13.00	23.00	Feb 21	19 25	Jan. 8	13.40								
40,000,000		8,294,000	4,541						Lake Superior Corporation			24	10¼															
2,100,000		900,000	978,797	8	8	1st Mar.	q. 3	7.59	Lake of Woods Milling Co., com.	136¼	122	130	120	169	120⅛	165	Jan. 14	158	Mar. 5	131				158	158	158	50	120⅛
	1,500,000			7	7	1st Mar.	q. 1¾	6 50	" " " pref.	129	116	116	116	110	100	106½	Jan. 16	106	Jan. 17									
9,600,000		620,615	2,425,548	8	10	2nd Jan.	q. 3	5.79	Laurentide Co.	217½	176	195	152	198	152	209½	Feb. 20	192	Jan. 10		155	206¾	206	207¼	206	206½	302	152
1,750,000	1,300,000	1,038,600	365,852		2	10th Jan.	2		Lyall Construction Co., com.	93	25	80	53	85½	63					65	64¾							62
3,000,000	1,766,800		190,908			30th June '13			A. Macdonald Co. com.	19½	10	15½	8	23	13½	25	Feb. 26	21½	Jan. 10		15	25	24⅝	24¾	24¼	24¼	890	13½
2,500,000			2,072,508	9	22½	18th Jan.	q. 2½+1	7.19	Maple Leaf Milling, com.	122	100	115	90	140	91	142	Mar. 13	121¾	Jan. 30	96½		138	137½	141½	138	138¼	920	86
	2,500,000			7	7	18th Jan.	q. 1¾	7.00	" " " pref.	108	93	103	91¾	98½	91½	101	Mar. 10	96¼	Jan. 8	93½		101	100	100½	100	100	61	90¼
2,949,600		774,689	2,420,384	4	4	15th Mar.	q. 1	6.55	Montreal Cottons, Ltd., com.	63	50	58½	49	61	50	63	Mar. 11	58⅜	Jan. 9	50		64	63⅝	65	63	65	26	50
	3,000,000			7	7	15th Mar.	q. 1¾	7 00	" " " pref.	115	99	103	99	100	99½	102	Mar. 13	100	Jan. 17	100		103	100	103	102	102	30	99½
1,275,000			527,504			1st Nov.'13	q. 1½		Monarch Knitting Co., com.	40	25⅛	40	30	46	39	60	Mar. 12	50	Jan. 28									30
	750,000			7	7	1st Feb.	q. 1¾	7 95	" " pref.	83	80	81	80	80½	75	85	Mar. 10	78	Jan. 6					85	85	85	2	73
2,000,000			2,331,209						National Steel Car, com.			21	5	10½	5	16	Feb. 27	5	Jan. 16	11		14	13	14	11	13½	245	
	1,500,000			3½		15th Jan.	q. 1¾	13.46	" pref.			78	17	40	20	57	Mar. 5	18	Jan. 14	37	35	58		59	50	57	429	
15,000,000		11,21[illegible],823	3,730,092		5+20	15th Oct.	s. 2½	9.80	Nova Scotia Steel, com.	154½	93¾	128	66	71½	63½	66	Jan. 6	48	Mar. 5			52	51	52	51	51	56	63½
	1,000,000			12	8	2nd Jan.	q. 2	7.54	" " " pref.	115	110	112	105	103	100	106	Feb. 12	105	Jan. 10									
2,500,000		2,350,000	3,830,592	8+4	10½15	2nd Jan.	q. 3	6.18	Ogilvie Flour, com.	152	127⅞	158	137	205	140	224¾	Jan. 11	194	Mar. 11	175			200	200	200	200	79	140
	2,000,000			7	7	1st Mar.	q. 1¾	6.36	" " pref.	116	44½	115	107	111	100	110	Feb. 8	106	Jan. 13									
750,000		575,100	843,029						Ont. Steel Products, com.	45	19	34	18	35	22½	32½	Feb. 19	27¼	Jan. 4					29	29	29	50	22½
	750,000			5½	7+1¼	15th Feb.	q. 1¾+½	8.97	" " " pref.	91½	73	74	74	28	73													
650,000			38,026	2	2	1st Jan.	s. 1	5.88	Pacific-Burt Co. com.	29	20	40	28	34	34													34
	650,000			7	7	1st Jan.	q. 1¾	9.33	" " pref.	83½	77½	82	79	77¼	77¼	77½	Feb. 18	75	Mar. 8				75	76	75	75	10	77¼
600,000			644,594	8+3	8+5	15th Mar.	4+2	7.75	Paton Manufacturing Co.			130	124	124	124													124⅞
2,150,600		2,000,000	3,350,167	4+1	4+1	15th Feb.	q. 1½	6.52	Penmans, Limited, com.	78	60	73⅛	64	84	65	94	Mar. 3	77½	Jan. 4	74½	73½	92	91	92½	91	92	110	65
	1,075,000			6	6	1st Feb.	q. 1½	6.66	" pref.	90	82	86	81½	85¼	81½	91	Mar. 13	82¾	Feb. 5	81⅞			90	91	90	90	20	81⅞
5,000,000		5,923,764	2,220,239	6	6	2nd Jan.	2	4.21	Price Bros.	132	60½	134	115	151	120	190	Feb. 25	150	Jan. 10					165	165	165	10	120½
4,500,000		2,036,600	1,851,813	3½+1	6+4	15th Feb.	q. 2½	8.33	Riordon Pulp and Paper, com.	150	59	127	106	123	117¼	123	Feb. 21	117¼	Jan. 2	12		119½	118	118	118	118	15	114¾
	1,000,000			7	7	31st Dec.	q. 1¾	7.36	" pref.			95	90	97	92½	96	Feb. 4	94	Jan. 4	94		97	95	95	95	95	10	90½
1,500,000		437,000	503,082	6	1½	1st Apr.	q. 1½		William A. Rogers, Ltd., com.	99	85	80	40															
	900,000			7	7	1st Jan.	q. 1¾		" " pref.	99	87	92	90			65	Mar. 13											
800,000			536,162		7	1st Aug.	q. 1¾	9.33	Russell Motor Car, com.	114	32	92	50	90⅞	55	75	Mar. 12	68	Feb. 19									
	1,200,000				29¾	1st Feb.	q. 1¾	8.64	" pref.	139	66	122	72	91½	68¼	81	Feb. 26	70	Jan. 10			81	80	81	81	81	7	
1,500,000		574,500	129,711						Sawyer-Massey Co., com.	30	20	24	8	13	10													
	1,500,000					2nd June '14	q. 1¾		" pref.	134½	58	41	40	40	40													
4,000,000		1,838,500	2,333,282						Sherwin-Williams, com.	99½	53½	60	56	60	60	60	Jan. 3							60	60	60	13	
	2,425,000			7	7	30th Dec.	q. 1¾	7.07	" pref.	100	97½	100	98	100	99	99	Jan 6					99		99½	99	99	65	
8,750,000			395,100	6+1	6+2	1st Jan.	q. 2	6.40	Shredded Wheat, com.	140½	102¾	137¾	112	112	100	125	Jan. 13							124	124	124		
	1,250,000			6	6	1st Jan.	q. 1½	6.74	" pref.	120	95	95	95	92	87	89	Jan. 13											
1,062,500		288,000	205,765		4				Smith Paper Mills, Com.			74½	66	66	65	65	Feb. 27											
	475,000				7	15th Jan.	q. 1¾	8.80	" " " Pref.					80	73¼	79	Feb. 28	78	Feb. 28									
8,000,000		10,332,113	1,071,301						Spanish River Pulp Mills, com.	24¼	3½	19	12½	20	12¾	21¼	Feb. 28	17	Jan. 14	15		19½	19	19⅞	19	19¾		
	5,699,100					15th July '13	q. 1¾		" pref.	70	29	59¾	47	64¾	50	80¼	Mar. 7	63½	Jan. 23			79½	78	80	78¾	79		
11,500,000		8,766,147	12,458,762	4	6	1st Feb.	q. 1½	9.67	Steel Co. of Canada, com.	88¼	34¼	71½	47½	74¼	49¾	65⅛	Jan. 8	57½	Feb. 1	58	52⅝	63½	63¼	63⅛	61¼	63½		
	6,496,300			10½	7	1st Feb.	q. 1¾	7.44	" " " pref.	107¼	82½	100½	84½	98	84	95	Jan. 6	93	Feb. 5	90⅛	88½	94	93¼	94	93½	94		
1,250,000	3,602,700	1,111,736	154,402			1st June '14	3½		Standard Chemical, pfd.					62	62¼													
1,220,000		167,155	251,154			1st Feb.	1½+1	6.81	St. Lawrence Flour, com.					97¾	50	96	Jan. 2	87½	Mar. 12					92	90	90½		
	575,000					1st Feb.	1¾	8.75	" pref.			56	49	85	80	80	Feb. 8											
650,000			149,379						Tooke Bros., com.	25	16	19	19	30	15	20	Mar. 11					24	23	22½	22	22		
	985,000			8¾	8¾	15th Mar.	q. 1¾	9.21	" pref.	83	78	79	70	77	72¾	76	Mar. 11	70	Feb. 4			77	75½	77	76	77		
750,000		500,000	254,089	5	6+4	2nd Jan.	s. 3	8.69	Toronto Paper Co.	96	44	90	72	72⅞	65	69	Feb. 11	68	Mar. 6									
2,500,000			337,933						Tuckett Tobacco, com.	25	23½	22½	17	24¼	18½	29½	Mar. 4	22	Jan. 17			28½	27¾	29	28			
	2,000,000			7		15th Jan.	q 1¾	8.23	" " pref.	90	75	83½	78	82½	72¾	85	Mar. 5	80	Jan 4			82½	82	83	81¼			
1,750,000		901,000	5 0.347			2nd Jan.	1½	8.95	Wabasso Cotton					61	21	68	Mar. 6	58	Jan. 2				67½	68	66			
5,000,000		3,395,000	1,408,060						Wayagamack, com.			97	50	55	50	55	Jan. 2	50	Feb. 13			50		50¼	50			
1,718,600		440,000	1,091,439		7	1st Mar.	q. 1¾		Woods Manufacturing Co., Ltd. com.	65	33	61	44	98	57¼	90	Feb. 11	86¼	Jan. 13									
	1,546,500			15¾	7	1st Jan.	q. 1¾	8.13	" " pref.	101	84	86	80	86	83½							90	89	90	86			

LOAN, INSURANCE AND FINANCIAL STOCKS AND MISCELLANEOUS

Common Stock outstanding	Deposits Preferred Stock or Debentures Outstanding and Int.	Reserve and Contingent P. & L.	Dividends 1917-18	Last Dividend Date	Per cent.	LOAN AND TRUST	Range for Year 1917 High	Low	Range for year 1918 High	Low	Latest Price Ask	Bid	Last Sale
1,205,000	3,847,0[illegible]0	1,337,989	9	2nd Jan.	q. 2¼	Canada Landed	160	150	148¾	140	148¾		140
6,000,000	19,626,287	5,672,509	10	2nd Jan.	q. 2½	Canada Permanent	173	162½	169½	162½	170		172
1,750,000	4,968,206	1,842,074	10	2nd Jan.	q. 2½	Central Canada					190		
20,000	2,981,290	427,213	6	2nd Jan.	s. 3	Col. Investment, pref.	77	63	69	63	74	80	80
934,876	1,032,651	271,556	5	2nd Jan.	s. 2½	Dominion Savings			76	75		82	81
2,412,566	2,221,508	827,258	5	1st July	Def.	Great West Per.							89½
1,200,000	2,091,322	1,228,940	8	2nd Jan.	s. 4	Hamilton Provident	142	137	133	121		135	
2,500,000	12,29[illegible],412	3,323,337	12	2nd Jan.	q. 3	Huron and Erie	211	205	204	203			207
1,000,000	1,597,848	886,732	8	2nd Jan.	s. 4	Landed Banking	143	143	141	140		139	139
1,250,000	2,653,710	924,981	8	2nd Jan.	q. 2	London and Can. Loan	132	128½	126½	126½	126		127
887,849	1,664,3[illegible]6	362,385	6+1	2nd Jan.	q. 1½+¼	London Loan and Sav.							
600,000	317,808	764,494	10+1	15th Mar.	q. 2½+1	Montreal L. & Mtg. Co.	165	162½	152				153
1,500,000	7,892,179	1,662,183	10	1st Jan.	q. 2½	National Trust	212	207½				210	207½
1,750,000	3,[illegible]49,473	2,093,943	9	2nd Jan.	q. 2¼	Ont. Loan and Deb.	175	175				155	155
500,000	643,698	262,754	7	2nd Jan.	s. 3½	Real Estate Loan						145	
1,500,000	34,589,757	2,152,812	10+1	2nd Jan.	q. 2½+1	Toronto Gen. Trusts	215	200	204	199¾	207		204
724,550	1,773,183	659,449	8	2nd Jan.	q. 2	Toronto Mortgage Co.	140	136	134			134	132
1,000,000	1,912,673	1,134,604	10	2nd Jan.	q. 2½	Toronto Savings							185
1,000,000	11,157,301	494,065	7	2nd Jan.	q. 2	Union Trust							178
,000,000	49,964,[illegible]80	7,463,612	15	2nd Jan.	q. 2	Canada Life Assurance							190

Common Stock Outstanding	Bonds, Preferred Stock or D'b'ntures Outstanding	Reserve and Contingent P. & L.	Dividends 1917	Last Dividend Date	Per cent.	MISCELLANEOUS COMPANIES	Range for year 1917 High	Low
3,000,000		1,395,591		15th Jan.	1¾	Asbestos Corporation, com.	21	12
	7,000,000		6	15th Jan.	1½	" " pref.	58	42
1,500,000		1,888,183	9	1st Jan.	s. 4	Canadian N. Prairie Lands		
800,000	390,000	451,006	8	1st Jan.	q. 2	Canadian Salt	136	128
59,109		1,757,277	$5	23rd Dec.	$5	Can North-West Land		
100,000	11,234,281	1,969,045	20	31st Dec.	q. 5	Confederation Life A.	330	
6,212,666		501,345		1st Mar.	q. 1½	Crows Nest Pass Coal	70	
1,000,000		292,230	6	15th Jan.	q. 1½	Dominion Telegraph	89	
3,000,000	12,669,500					Electrical Dev., pref.		
450,000	b 7,072,08[illegible]	1,991,255	10	1st Jan.	q. 2½	Imperial Life Assur.		
500,000	460,400	785,511	7	5th Feb.	s. 3½	Intercolonial Coal, pref.		
3,000,000		133,458		1st Mar. '14	1	Intern. Coal and Coke		
2,196,951	1,922,500	652,428	7	15th Feb.	q. 2	Kaministiquia Power		
637,480	b 585,937	136,566		2nd July '17	s. 3	London Street		
2,000,000		119,740	8+10cts	15th Jan.	q. 2	Montreal Telegraph	138	
925,000	b1,123,000					Nia., St. Kath. and Tor.		
1,164,000	b 741,000	286,076	3½	10th July '15	q. 1½	Trinidad Electric		
2,340,100	b1,439,926	858,434	8+2	16th Mar.	q. 2	W. Can. Flour Mills		
800,000	b 600,000	606,068	5	1st Jan.	q. 1½	West India Electric	77	

NOTE—s—means semi-annually; q—quarterly; I—interim; L—Profit and Loss; +—indica[illegible]; b—means bond; P—preferred stock; d—debentures; *—less than ten shares; sb—stock bonus; paid February 1st, Septem[illegible]th, 1912; Feb. 1st and Nov. 17th, 1913, December 1, 1914.

SUN LIFE ASSURANCE COMPANY OF CANADA

1871 HEAD OFFICE MONTREAL 1919

T. B. MACAULAY, President

Splendid Record Achieved during 1918

THE year 1918 was for the business of life assurance a year of supreme achievement.

Owing to the combined effect of the war and the influenza epidemic, death claims were unusually high. The payment of these claims enabled the Companies to render an unprecedented measure of public service, and to fulfill to a more noteworthy degree than ever previously the beneficent purpose for which they were founded.

The record achieved during 1918 by the Sun Life of Canada was one of particularly striking success. For the first time in the Company's history new assurances paid for exceeded Fifty Million Dollars. The growth in size, strength and prosperity accentuates the Company's position as not merely the leader among Canadian life offices, but one of the great insurance corporations of the world.

The Company's financial power is emphasized by its large Assets, Income and Surplus. During the year $7,460,000 was added to the Assets, which at December 31st, had reached the huge total of $97,620,000. The Income is now $21,651,000, while the undivided Surplus is $8,027,000.

Some idea of the magnitude of the benefit to the community from the Company's operations is afforded by the disbursement to policyholders of $9,768,000, of which $3,268,000 represented sums paid to the beneficiaries of policyholders swept away by death.

The Policyholders have again had the opportunity, of taking, through the Company, the leading part in subscribing to the 1918 Victory Loan. Besides fulfilling to the utmost of its ability its patriotic duty in this regard, the Company has also been able to take advantage of the unique opportunity to purchase on very favourable terms large amounts of long-term securities, the beneficial effects of which will be felt on the earnings for many years to come.

The impetus given to life assurance by the experience of 1918 continues into the current year, and the results of the operations for the first two months greatly surpass all previous records.

THE RESULTS FOR 1918

ASSETS

Assets as at 31st December, 1918 . . . . $97,620,378.85
Increase over 1917 7,460,204.61

INCOME

Cash Income from Premiums, Interest, Rents, etc., in 1918 . . . . 21,651,099.69
Increase over 1917 2,362,102.01

PROFITS PAID OR ALLOTTED

Profits Paid or Allotted to Policyholders in 1918 . . . . 1,546,607.16

SURPLUS

Total Surplus 31st December, 1918, over all liabilities and capital . . 8,027,378.55
(According to the Company's Standard which is more severe than that laid down by the Insurance Act).

TOTAL PAYMENTS TO POLICYHOLDERS

Death Claims, Matured Endowments, Profits, etc., during 1918 . 9,768,564.28
Payments to Policyholders since organization 78,862,881.15

ASSURANCES ISSUED DURING 1918

Assurances issued and paid for in cash during 1918 . . . . 51,591,392.04
Increase over 1917 3,779,824.56

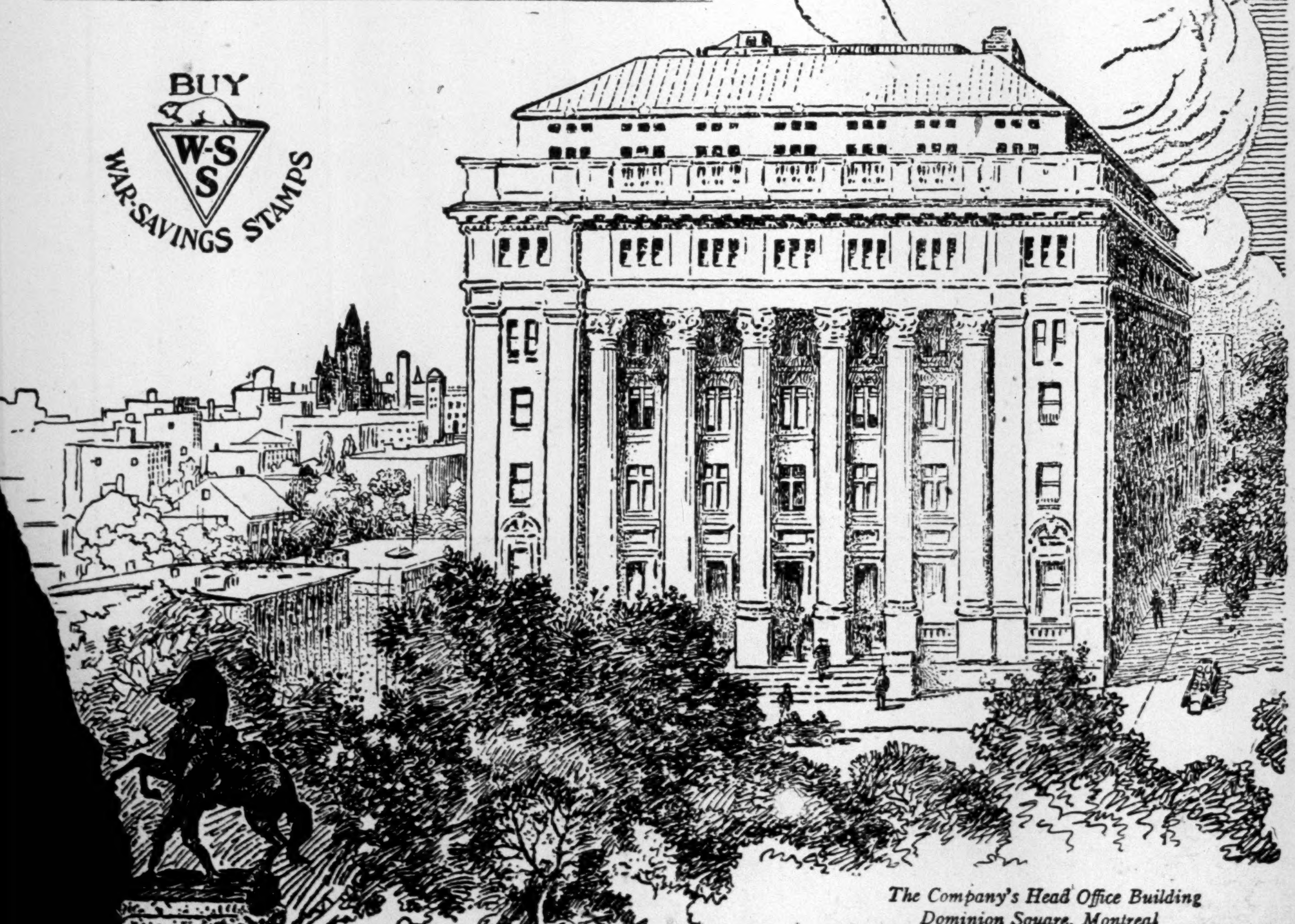
BUSINESS IN FORCE

Life Assurances in force 31st December, 1918 . . . . . . 340,809,656.13
Increase over 1917 28,938,710.42

THE COMPANY'S GROWTH

YEAR	INCOME	ASSETS	LIFE ASSURANCES IN FORCE
1872	$ 48,210.73	$ 96,461.95	$ 1,064,350.00
1883	274,865.50	735,940.10	6,779,566.00
1893	1,240,483.12	4,001,776.90	27,799,757.00
1903	3,986,139.50	15,505,776.48	75,681,189.00
1913	13,996,401.64	55,726,347.32	202,363,996.00
1918	**21,651,099.69**	**97,620,378.85**	**340,809,656.00**

BUY W-S S WAR-SAVINGS STAMPS



The Company's Head Office Building Dominion Square, Montreal

TARIFF REVISION MUST BE MADE ON SCIENTIFIC BASIS

Continued from page 1

the tariff, and showed little, if any spirit of compromise.

As a matter of fact, however, it is probable that neither of the members mentioned should be considered as representative of any overwhelming body of thought in the House or in the country. There is more of the spirit of compromise abroad than such speeches would indicate. Saskatchewan Grain Growers are more extreme than their fellows in Manitoba and Alberta as was shown by their resolution asking for a fixed price on grain this year, a proposal which was turned down at the Grain Growers' conventions in both the other provinces. A number of the members from Manitoba and Alberta, and some from Saskatchewan as well, are far from being prepared to jump across the House if the tariff proposals, when they come down, are less than the fancy of their constituents has painted. For one thing, they have nearly all declared themselves as having little faith in what they would find there, and besides that, they have learned since coming East that there are two sides to the question. They believe that they can reform the Government in the direction of their constituents' wishes better inside the fold than outside.

No Compromise Evident

The manufacturers seem to have taken a rather inopportune time to publish their series of advertisements in favor of the tariff. This does not look like that spirit of compromise which has been supposed to be abroad amongst them and which is so necessary if a peaceful solution of the question is to be attained. Perhaps neither side has paid sufficient attention to the fact that an even more serious situation than that of the tariff is looming up and steadily growing more threatening; that is labor unrest and social disturbance generally. There is a very widespread feeling, which tends to intensify as more and more of the soldiers return and mix with the rest of the population, that the day of the common people has come in Canada as elsewhere. Anything which savors of privilege is looked on as a fair object of attack. This is the feeling which is dominating everything else in Europe, and the returning men have come back imbued with it. While their sympathies are not strongly with any party, the sentiments of the Western farmers would seem to appeal to them more than any other which has approached the stage of crystallization, and if the manufacturers should support such a reactionary spirit on the tariff as was displayed by Col. Currie, we might easily see a new political party in Canada made up of elements in the Western and Labor parties, and drawing strong support from returned men generally. It has been a strongly-defined principle of the Grain Growers to remain aloof from both of the historic political parties in Canada with the idea of making use of both for their own purposes, but they do not seem to have got very far with this attitude. While they may refuse to change this attitude, it is not to say that they would not sooner or later, if they grew tired of suing the old parties in vain, form a new party of their own, and attempt to attract to it what strength they could from the unattached forces of labor and the returned men.

Grain Growers' Propaganda

A great many of the latter have hitherto had little concern with the tariff because they have not been purchasers to a sufficient degree to be much affected by it, but if they get out on the land and begin to buy their outfits of implements and other things, and have drilled into them, as is now being done in a series of articles in one veterans' paper in the West, that they are heavily taxed for every article they need on the farm, their interest will become more lively.

Mere obiter dicta from the manufacturers on the tariff question will not go with such men. They are being taught that protection makes everything they buy cost them more; they want to hear from the manufacturers why this should continue. They will not be satisfied by Col. Currie rising in the House and uttering his defi to the tariff reformers. Those who believe that there is a sound case for a scientifically-arranged protective tariff think that this cross-firing between Col. Currie and Mr. Maharg and the interests they represent should cease, and both sides should get together and present their case, not in a mere spirit of recrimination, but with a view to definitely ascertaining what soundness there is in each other's contentions. On the result of that knowledge the tariff should be revised.

Sir Thomas White's announcement following the caucus that a general revision will be considered by the Government is not satisfactory unless it is intended that the investigation shall be conducted and recommendations made by a body chosen outside the house although the decision as to policy must be left with Parliament.

T. M. F.

6½% 6½%

Montreal Tramways & Power Co., Ltd.

Five-Year Secured Gold Bonds

Interest payable half-yearly.

Price: 100 and Interest, Yielding 6½%.

Full Particulars on Request

Campbell, Thompson & Co.
Canada Life Building, TORONTO

Route Your Shipments CANADIAN NATIONAL

HAMILTON BANK AIDED BUSINESS AND GOVERNMENT

Continued from page 9

to the analysis of THE FINANCIAL POST, increased rather than reduced the ratio of immediately available assets to total assets and liabilities to the public—the wheat loans to the Government on demand being classified as immediately available.

The service which the bank has been rendering to Canadian business is not only indicated by the increase of $4,585,000 in current loans, but in order to do this and extend credits to the Government call loans abroad were wiped out—an item of $1,400,000 as compared with the previous report —and current loans elsewhere than in Canada were withdrawn, representing an additional $575,000. Further bank balances abroad were reduced by $262,000. Call loans in Canada were increased by $933,000, indicating an improvement in the investment situation of Canadian securities.

Other changes included: a reduction of Dominion notes of $1,500,000; a reduction of holdings of Government securities of $1,000,000 and an increase in holdings of public securities of $957,000. Bank premises were increased by $454,000, while on the other hand $173,000 was applied to the fund from profits. Following are comparative figures:

Immediately Available Liquid Assets

	12 mos., 1918	15 mos., 1917	Change
Specie . . .	$ 904,822	$ 901,257 +	$ 3,565
Dom. notes.	7,526,768	6,024,951 +	1,501,817
Note cir. dept.	158,500	157,000 +	1,500
Notes bk. .	527,477	389,297 +	138,180
Call loans abroad . .	....	1,400,000 —	1,400,000
Bank bal. .	16,443	338,559 —	322,116
Do., abr'd	797,568	1,059,603 —	262,035
Gov. sec. . .	2,263,946	3,295,775 —	1,031,829
Cheques . . .	2,028,188	1,846,132 +	182,056
*Wheat l'ns	5,918,000	.... +	5,918,000
Gold res. . .	2,500,000	2,500,000	......
	$22,641,712	$17,912,574 +	$ 4,729,138
% total assets	29.25	27.13 +	2.12
% total liab. to public	32.02	30.35 +	1.67

Other Assets

	12 mos., 1918	15 mos., 1917	Change
Public sec. .	$ 8,498,738	$ 7,541,280 +	$ 957,458
Other sec. . .	434,653	674,841 —	240,188
Call loans.	4,421,378	3,487,456 +	933,922
Current . . .	37,719,328	33,134,199 +	4,585,129
Elsewhere .	....	575,196 —	575,196
Over. debts.	182,455	175,542 +	6,913
Lets. of crd.	171,597	194,917 —	23,320
Real estate.	418,275	407,629 +	10,646
Premises . .	2,600,000	2,145,455 +	454,545
Other assets	315,984	292,591 +	23,393
	$54,762,408	$48,629,106 +	$ 6,133,302
Total assets	$77,404,120	$66,541,680 +	$10,862,440

Liabilities to Public

	12 mos., 1918	15 mos., 1917	Change
Circulation .	$ 5,354,902	$ 5,127,111 +	$ 227,791
Dem. dep. .	[illegible]2,798,810	16,771,669 +	6,027,141
Savings . .	41,578,248	36,588,312 +	4,989,936
Due banks .	64,634	44,155 +	20,479
Due else. . . .	760,329	1,192,396 —	432,067
Acceptances	171,597	194,917 —	23,320
	$70,728,520	$59,918,560 +	$10,809,960

To Shareholders

	12 mos., 1918	15 mos., 1917	Change
Capital. . . .	$ 3,000,000	$ 3,000,000	$.........
Reserve . .	3,500,000	3,300,000 +	200,000
Dividends .	90,486	90,699 —	213
Balance . .	85,114	232,421 —	147,307
	$ 6,675,600	$ 6,623,120 +	$ 52,480
Total liab. .	$77,404,120	$66,541,680 +	$10,862,440

*Government Wheat Loans on Demand.

Following are features of the bank's earnings' record for past six years:

	Earnings	Div.	% Earn. on cap.	% on Invest.
1918	$571,226	12	19.0	8.7
†1917	598,522	12	19.9	9.2
1916	442,525	12	14.7	6.8
1915	424,274	12	14.4	6.2
1914	485,265	12	16.5	7.9
1913	498,273	12	16.6	7.3

*Per cent. earned on the balance brought forward, rest and capital represent the shareholders' funds.

†For fifteen months.